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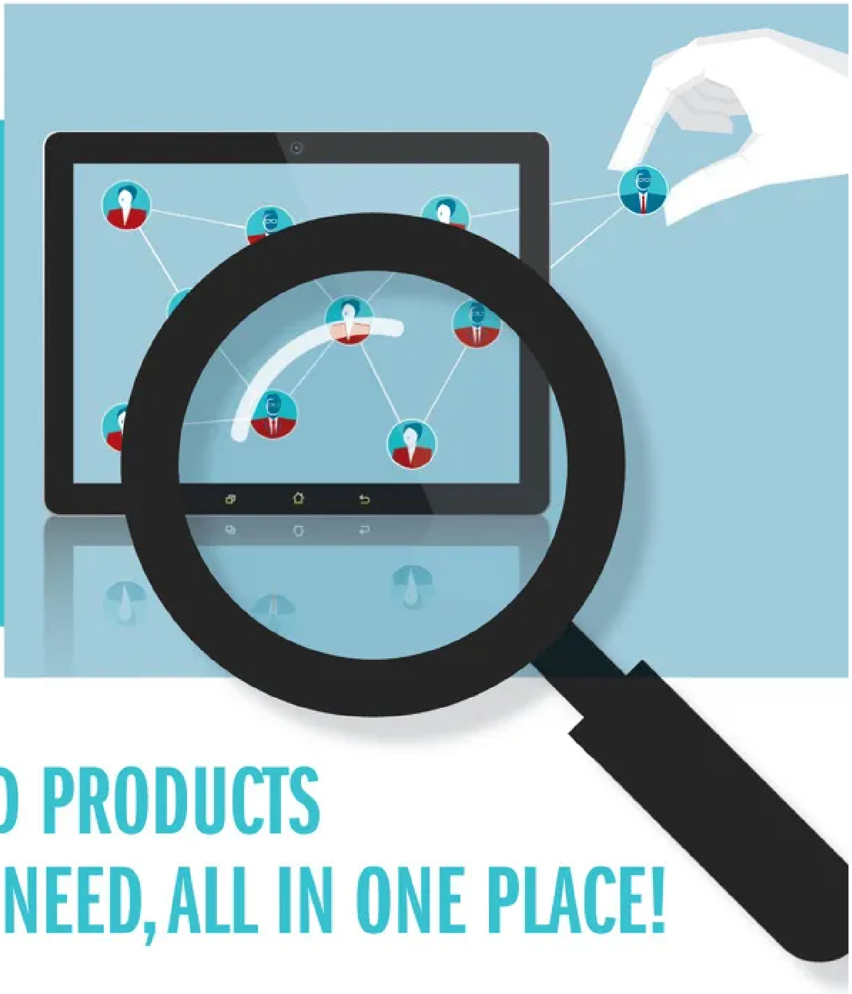

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MAGAZINE

GLOBAL TOP 100

AN EXCLUSIVE LIST OF THE TOP 100 CONFECTIONERY COMPANIES IN THE WORLD

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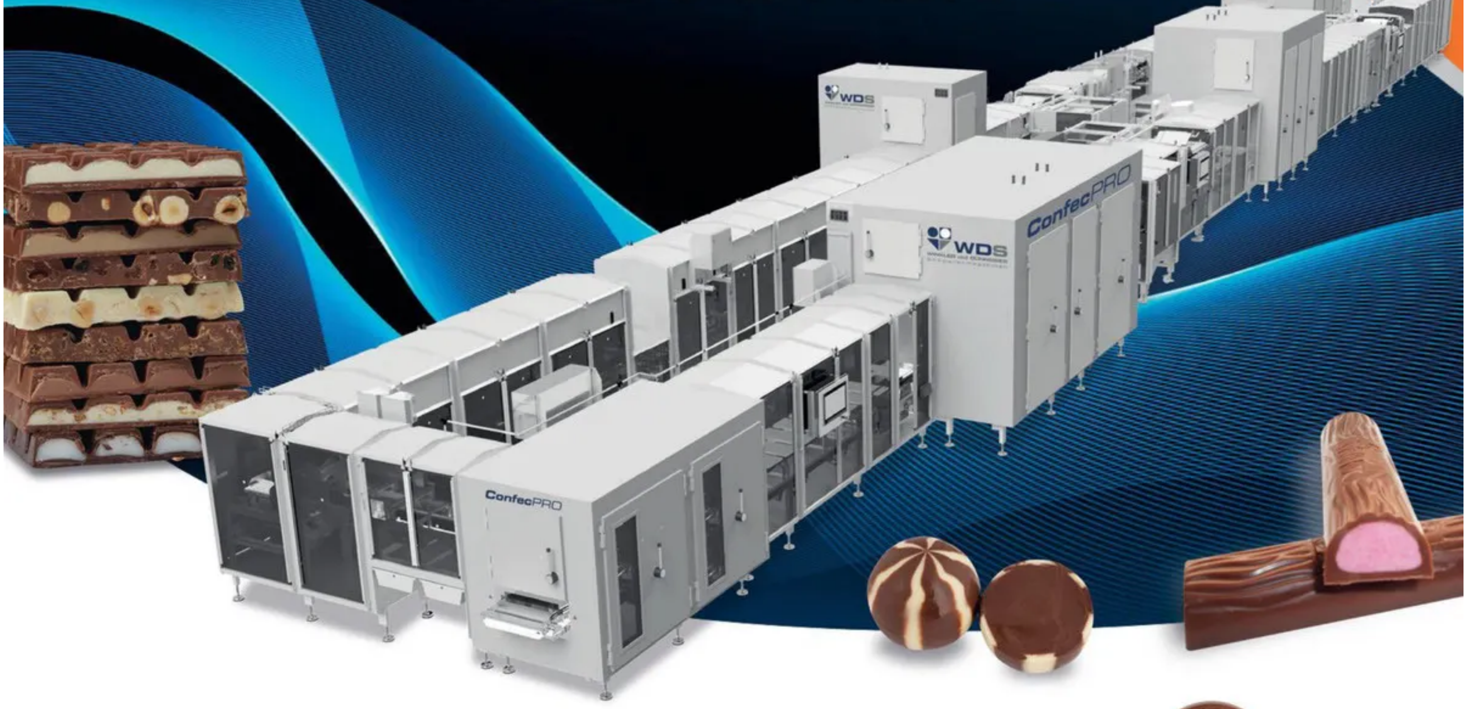

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VOLUME 184, NO. 1 | JANUARY 2019

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Printed in USA

January 2019

Volume 184, Number 1

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AN EXCLUSIVE LIST OF THE TOP 100 CONFECTIONERY COMPANIES IN THE WORLD
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Ryan Coover never imagined he'd start as an architect, become a stay-at-home dad and then wind up as a successful candy maker — but that's exactly what happened.

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By Crystal Lindell
EDITOR-IN-CHIEF

Are indulgences becoming healthier?

New FONA report highlights how indulgence is evolving for consumers, including a trend toward healthier items.

It seems even indulgence doesn't mean quite what it used to.

A new FONA Trend Insights report says that "Healthy indulgence has grown [since 2016]. This shows the influence of the health and wellness movement. Even decadence has a health component in consumer minds."

Specifically, the report defines healthy indulgence as "enjoying a treat with all the flavor and taste desired, without the guilt of eating something 'bad' for you." And it says that "With a 7 percent increase, healthy indulgence is now preferred by more consumers (17 percent) in just two years' time."

That's especially noteworthy for the confectionery industry — which may as well be called the indulgence industry.

Does this mean candy companies should rush out and add protein to all their chocolates? I honestly don't think so. Because, as we all know, even when people say they want healthier indulgences, they don't always buy them.

And classic indulgence — which the report defines as "treating yourself, sinful decadence, nothing healthy about it, no reason to feel guilty. Dessert, alcoholic beverage or your guilty pleasure of choice as a reward after a long week" — is still in the top spot.

Specifically, 47 percent of consumers said it was their preferred type of indulgence, ahead of Indulgence as an Experience (enjoyment of a moment, perhaps tied to events, celebrations or feeling), and Affordable Indulgence (treating ourselves without breaking the bank. Still minding our budgets, but allowing an extra purchase to bring happiness, satisfaction or comfort).

And, FONA says, "Chocolate is the first indulgence that comes to mind by 25 percent of our consumers. This is followed by cake (16 percent) and cookies (15 percent)."

The top indulgence flavors also are a staple of the candy and snack industries.

"Chocolate peanut butter cup is the top rated indulgent flavor by our consumers. This is followed by cinnamon roll and turtle cheesecake," FONA says.

The report also says that 39 percent of consumers are eating indulgent food/beverages two to three times per week and 30 percent of consumers are eating indulgences four to six times per week.

Although consumers are trying to at least use moderation.

"Classic indulgence has been the top indulgence type for several years running... Whether consumers feel they earned it or just simply deserve it, treating themselves is one way to make yourself feel good and boost your mood," FONA says. "Within this type of indulgence calories play no role, but according to 60 percent of the consumers we surveyed, portion control and the frequency of the indulgences is one way they are limiting going overboard."

This is great news for the confectionery industry. It means that most consumers are still comfortable with a small piece of chocolate at some point during the day — regardless of how many calories it has.

Now excuse me while I combat my 3 p.m. slump with a piece of *Godiva*.

Crystal Lindell

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Kettle AWARDS

Candy Industry Magazine, along with the chairman and members of the Kettle Committee, will present the 74th Kettle Awards at a gala reception on May 21, 2019, during the *Sweets & Snacks Expo* in Chicago.

The event will be held from 6 to 7:30 p.m. in the main dining room of the Union League Club of Chicago, 65 W. Jackson Blvd.

Each of the nominees for this illustrious award were nominated based on their accomplishments, activities and contributions to the confectionery industry in 2018 as determined by the criteria set up for the Kettle Award in 1945. The criteria require superior achievement in the following areas:

- Sales and Marketing
- Education and Personnel Training
- Energy and Environmental Contributions
- Quality Advancement
- Government Relations
- Public Relations
- Administrative and Financial Techniques
- Production and Plant Improvement
- Research and Product Development

Mark your calendar to attend this gala event on May 21!
Questions? Call Publisher Chris Luke at 908.917.4171

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2019 Kettle Nominees

☐

Rick Brindle
V. P. of industry development, Mondelēz International, East Hanover, N.J.

Since 2012, Rick Brindle has led Mondelēz International's U.S. Industry Development practice. In this capacity, he works closely with industry influencers across most major retailing segments within Mondelēz International's demand chain.

Brindle's Business Development leadership assignments have spanned the grocery, club, mass merchandiser and e-commerce retail segments. He has held business development leadership responsibility for such retailers and wholesalers as Walmart, Supervalu, Safeway, Costco, Giant Foods, PeaPod, FreshDirect.com and Amazon.com, to name a few.

As one of the industry's more enduring veterans in online grocery retailing, Brindle developed and led Nabisco's Global eSales efforts since 1997. At one point, the Nabisco Global eSales team worked with more than 60 online retailers across globe. Brindle continued in this role until his most recent assignment.

In 2006, *Consumer Goods Technology Magazine* recognized Brindle as one of the "CPG Industry's 20 Top Visionaries." In 2017, he was honored to be inducted into the National Confectionary Sales Associations' "Candy Hall of Fame."

Brindle has been in the packaged goods industry since 1977. During his career, he has held leadership positions within Mondelēz International, Kraft Foods, Nabisco, Procter & Gamble and Safeway Food Stores. He and his wife, Dee, have been married for 35 years, have three adult children and reside in Chesterfield, VA.

☐

Ted Cohen
President of Hillside Candy, Hillside, N.J.

Ted Cohen has devoted his entire working career to the candy business, but he originally intended to be part of the third generation in his family's industrial uniform business started by his grandfather in 1928. Raised in New Jersey, Cohen spent his summers and vacations driving truck routes and learning the uniform business. He graduated from Boston University with a BS/BA in business management.

Upon graduation, Cohen joined Myron Fisher as the second full-time employee in a small operation producing a sugar-based hard candy product. And in 1983, he and Fisher developed a sugar-free hard candy that led to the founding of the *GoLightly* and *GoOrganic* brands.

Cohen also has lobbied in front of an FDA panel for proper ingredients statements for the sugar-free industry. And he, along with Michael Rainy, founded the CMC (Candy Marketing Coalition). He also helped found the International Steering Committee for the NCA.

He was instrumental in developing the Young Executives Group for the NCWA and served on its board for many years. Cohen also helped found the Broker Advisory Committee for the NCA and served as a mentor for the YPN. Additionally, he has served on the NCA Board for several years.

Cohen also launched a Community Service day for Hillside Candy and served as an advisor for the local bank Union Center National Bank.

Ted enjoys golf, bridge, trap and skeet shooting, cooking and loves to travel the world as often as possible with his wife, Lisa Shapiro. Ted and Lisa are very proud of their two sons, Jordan and Justin.

☐

Joe Dutra
CEO, Kimmie Candy, Reno, Nev.

Born in 1952 in Sacramento, Joe Dutra grew up on his 2,000-acre family farm. In 1975, after graduating with honors from Cal Poly San Luis Obispo with a bachelor's degree in plant and soil science, Joe began farming with his brother. However, the family farm went out of business in 1983, and that same year Dutra took on the role of senior agronomist for the HADCO Project, one of the largest farms Saudi Arabi — a position he held for four years.

He eventually moved back to the U.S. and in 1987, Dutra started Westec, an agricultural consulting business that he continues to operate today.

In 1999, a friend introduced Dutra to a candy that was being made in Korea — candy-coated, chocolate-covered sunflower seeds. And that led to him starting Kimmie Candy in 2000.

In 2008 Dutra relocated the manufacturing operation of Kimmie Candy to Reno.

Kimmie had experienced growth with not only coast-to-coast sales in the United States but also Canada, Mexico, and the Philippines.

Dutra also is an active member of the National Federation of Independent Business, and on the Board of Trustees of the NCA. He also donates hundreds of pounds of candy every year for numerous events around the area, and he volunteers time for such organizations as Northern Nevada HOPES. In May 2016, Kimmie Candy also received a Presidential E-Award for excellence in exporting. And in July 2017 Kimmie Candy was honored to represent the state of Nevada at the first Made in America Expo at the White House in Washington D.C.

☐

Tony Jacobs
President, Topps Confectionery Brands, New York, N.Y.

Tony Jacobs is the President of Bazooka Candy Brands (BCB), a division of The Topps Company, where he has been since March 2013.

In his role, Jacobs leads a worldwide team of more than 200 members in all aspects of marketing, product development, sales, finance and operations for well-known brands such as *Bazooka, Ring Pop, Juicy Drop, Baby Bottle Pop,* and *Push Pop.* Under his leadership, BCB has risen to become the No. 8 non-chocolate candy company in the U.S., and the leader in novelty candy products. He has also overseen rapid growth in international markets, including Europe, the Middle East, South Korea, Japan, and Brazil.

Jacobs also has served on the Board of the National Confectioners Association since 2014, and he is Chairman of CandyPAC, the NCA's Political Action Committee.

Prior to joining Topps, Jacobs was with the Dr Pepper Snapple Group, where he held a number of roles culminating in Senior Vice President of Marketing. Prior to that he worked in brand management roles at Unilever in the Home and Personal Care Division, and at Nabisco in the Life Savers Candy Division. He started his career in Washington D.C., working for the U.S. Chamber of Commerce.

Jacobs also serves on the Board of Good Culture.

Jacobs grew up in New Jersey, and has a B.A. in political science from The George Washington University and an M.B.A. from The University of Virginia's Darden School of Business. He currently resides in Hoboken, N.J.

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Fairtrade to pay farmers 20 percent more for conventional cocoa this year

Organization will pay $300 more than market price or Fairtrade Minimum Price for organic cocoa.

Fairtrade International is raising the prices it will pay for conventional and organic cocoa next fall after world cocoa prices dropped by more than a third last year.

The organization will raise the Fairtrade Minimum Price for conventional cocoa from $2,000 to $2,400 per metric ton at the point of export (FOB), marking a 20 percent increase. For organic cocoa, the Fairtrade price will be $300 above the market price or the Fairtrade Minimum Price, whichever is higher at the time of sale. This is a change from the current minimum fixed price of $2,300 per metric ton for Fairtrade certified organic cocoa.

Fairtrade is the only certification scheme that has a mandatory minimum price, which acts as a safety net for farmers when market prices fall while allowing them to negotiate when prices go higher.

For reference, the current cocoa price set by the government of Côte d'Ivoire, the world's biggest cocoa producer, is $2,124 at FOB. Fairtrade

(cont. on next page)

Japan's Fuji Oil to acquire Blommer Chocolate Co.

By Alyse Thompson // ASSOCIATE EDITOR

The Blommer Chocolate Co. will be acquired by Fuji Oil Holding, Inc., a global leader in oil and fat ingredients serving the food industry.

The sale includes Blommer's four manufacturing operations in North America and one in Shanghai. While Blommer is a private, family-owned company, Fuji Oil is publicly traded on the Tokyo Stock Exchange.

"For nearly 80 years, our family business has grown to become a major ingredients supplier to most of the iconic brands across a wide variety of food categories," said CEO Peter Blommer, a third-generation family member. "This is a landmark event in the proud history of Blommer Chocolate Co. and begins an exciting new chapter as we look forward to joining a highly respected global leader in Fuji Oil.

"Our companies share common values and a deep commitment to product quality, innovation and customer service. With our combined expertise in chocolate and fats and oils, both rooted in product and process innovation, we have the opportunity to create a broad global footprint from which to serve our customers and drive growth."

Blommer, along with the existing senior management team, will continue to lead the company after the transaction.

Terms of the transaction, which was set to close at the end of 2018, were not disclosed.

Blommer
— CHOCOLATE COMPANY —

Blommer, along with the existing senior management team, will continue to lead the company after the transaction.

"Fuji Oil is a global supplier of food ingredients, with oil and fat, chocolate, emulsified and fermented food and soy protein businesses as pillars," said Hiroshi Shimizu, president and ceo of Fuji Oil Holdings. "In our industrial chocolate business we are a leader in Asia and have expanded our presence in Europe and South America. By partnering with Blommer we are convinced that the combination of our knowhow and operations in our respective regions will provide significant opportunities and choices for our customers."

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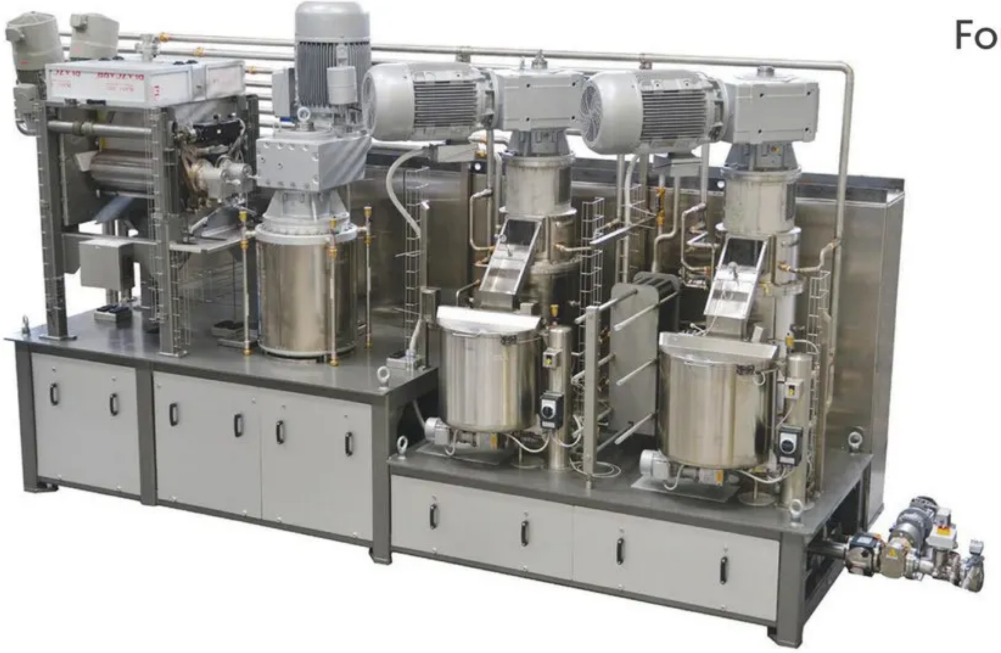

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(cont. from previous page)

buyers pay farmer organizations the differential when the Fairtrade Minimum Price is higher.

The additional Fairtrade Premium will be increased from $200 to $240 per metric ton, the highest fixed premium of any certification scheme. This is an amount on top of the selling price, paid directly to farmer organizations to spend on projects of their choice. The Premium helps to build strong, viable cooperatives that can respond to their members needs and strengthen them as long-term business partners for buyers. In 2017, Fairtrade cocoa farmer cooperatives earned nearly $43 million in Fairtrade Premiums to invest in their communities and businesses.

The new price structure, agreed upon by the Fairtrade Standards Committee, a multi-stakeholder body that includes farmer and trader representatives, will take effect Oct. 1, 2019. The decision follows a lengthy consultation process across the cocoa supply chain with Fairtrade farmers, traders, manufacturers and chocolate brands.

The challenges in the West African cocoa sector are huge, with a Fairtrade study in April 2018 showing that 58 percent of Fairtrade certified cocoa-farming households in Côte d'Ivoire had incomes below the extreme poverty line. The new Fairtrade Minimum Price will allow average Fairtrade cocoa-growing households to earn above the extreme poverty line. Fairtrade expects to review its cocoa Minimum Price and Premium again in three years.

"This is good news for West Africa's cocoa-growing communities," said Fortin Bley, an Ivorian cocoa farmer and chairperson of Fairtrade Africa's West African Network. "Farmers have been badly squeezed by low world prices, so the higher Fairtrade Minimum Price and Premium help to level the playing field for a more sustainable future."

Full technical information for implementation of the new Fairtrade Minimum Price and Premium will be provided in a formal price announcement in February 2019.

Fairtrade International is raising prices it will pay for conventional and organic cocoa to help farmers feeling the impact of slipping world cocoa prices. New prices are set to go into effect Oct. 1, 2019.

New Living Income Reference Price sets target level

The review of the Fairtrade Minimum Price and Premium is linked to a wider Fairtrade strategy to work toward a living income for cocoa farmers. Under that strategy, Fairtrade International has also established a Living Income Reference Price for cocoa in Côte d'Ivoire and Ghana, providing the first target price for the industry based on living income benchmarks and consultation on farm costs.

This target price is based on what the ISEAL Living Income Community of Practice has calculated would be needed in each country to support the average cocoa farming household's basic costs for food, housing, clothing, health care, education plus a small provision for emergencies, and then factors in productivity benchmarks and the cost of sustainable production. The basis for this price model was also validated through a consultation process with producers, industry and civil society.

The Fairtrade Living Income Reference Price, which is calculated at farm gate level rather than FOB because it refers to farm income, is $2,668 per metric ton of cocoa in Côte d'Ivoire and $2,300 in Ghana. (For comparison, the new Fairtrade Minimum Price at FOB level would equate to approximately $1,600 per metric ton at farm gate level in Côte d'Ivoire at today's rates.) The Living Income Reference Price should enable full-time cocoa farmers to earn a living income if implemented as part of a holistic strategy that also includes increased productivity and diversified crops.

Unlike the Fairtrade Minimum Price, the Living Income Reference Price is not mandatory. The increase in the Fairtrade Minimum Price closes about a quarter of the gap between the average Ivorian cocoa farmer income and a living income, as a first step in a gradual and collective approach to bridging the difference.

"It's a sad truth that most cocoa farmers in West Africa are living in poverty," said Darío Soto Abril, global ceo of Fairtrade International. "The price that farmers are paid is a critical aspect that needs to increase so that cocoa farmers can afford a decent standard of living for their families. We are committed to working together with our partners, and welcome other bold efforts across the industry to make living incomes a reality."

Fairtrade will develop projects with committed partners to test the Fairtrade Living Income Strategy, including price and diversification initiatives, and share learning that will move the cocoa industry closer to supporting a living income.

Tony's Chocolonely, Albert Heijn, Barry Callebaut form partnership for traceable cocoa

Albert Heijn's Delicata bars to be made with cocoa from Tony Chocolonely's cooperatives.

By Alyse Thompson // ASSOCIATE EDITOR

Dutch confectionery company Tony's Chocolonely, retailer Albert Heijn and chocolate manufacturer Barry Callebaut have partnered to work toward ending child labor and modern slavery in the chocolate industry, setting a new standard that increases pressure on the industry to drive structural change.

With a mission to make 100 percent slave-free the norm in chocolate, Tony's Chocolonely has been calling on companies to follow its example for cocoa sourcing based on direct relations with cocoa cooperatives, traceable cocoa and a living income for cocoa farmers.

Tony's Chocolonely shares full details of its transparent supply chain under Tony's Open Chain – an open-source platform where chocolate companies can access expertise needed to eliminate social issues from their own supply chain. The platform includes tools such as Tony's Beantracker and the Child Labour Monitoring and Remediation System that has been implemented at all Tony's partner cooperatives.

Albert Heijn is the first company to sign up for Tony's Open Chain, while

(cont. on next page)

Ownership of Pearson's Candy Co. returns to Minnesota

Minneapolis-based Spell Capital Partners acquires company from Connecticut-based Brynwood Partners.

By Alyse Thompson // ASSOCIATE EDITOR

Ownership of St. Paul-based Pearson's Candy Co. has returned to Minnesota after Minneapolis-based Spell Capital Partners acquired the company from Connecticut's Brynwood Partners.

Brynwood owned the 109-year-old company, known for *Salted Nut Rolls, Nut Goodies, Mint Patties* and *Bit-O-Honey,* since 2011. Michael Keller has served as president and ceo since Brynwood's acquisition.

"Not only is it great to have a local investment firm acquiring a local manufacturing company, but Spell has a lot of background in manufacturing," Keller told the *Minneapolis StarTribune.*

Keller also noted Pearson's facility on West Seventh Street needs updating, and Spell is prepared to invest in Pearson's manufacturing operations.

"It makes a lot of sense for a new owner to make that investment at the beginning of its ownership cycle and Spell, given their experience with manufacturing companies, they get that," he said.

Pearson's 185 employees will remain in place. Terms of the transaction, which closed Nov. 16, were not disclosed.

Bill Spell, president of Spell Capital, said he and his company's investors are pleased to back a historic business with Minnesota roots and a focus on manufacturing.

"At Spell, we have a passion for and an extensive interest in manufacturing-based business, and we see meaningful opportunities for improvement and growth at Pearson's," he said.

Pearson's acquired the *Bit-O-Honey* brand in 2013 from Nestlé. In 2016, Pearson's developed *7th Street Confections*, named for Pearson's address. The line, launched in 2017, offers better-for-you snacking products, such as Dark Chocolate Thins, and an opportunity for Pearson's to experiment outside of its heritage brands.

"For more than a hundred years, Pearson's has been known for creating innovative products that stand the test of time," Keller said in a 2017 press release. "Having co-manufactured one of the industry's leading snacking chocolates for four years, we intimately understand what works and what doesn't when it comes to creating a unique taste experience."

(cont. from previous page)

world-leading chocolate manufacturer Barry Callebaut has enabled the partnership with its expertise in processing the segregated cocoa to chocolate.

"This is a giant step for the chocolate industry, and an important move towards making sustainable chocolate the industry standard by 2025," says Antoine de Saint-Affrique, ceo of Barry Callebaut. "It's an amazing opportunity to collaborate with both the biggest retailer in the Netherlands and a company as committed to its slave-free mission as Tony's Chocolonely, and we look forward to expanding this success story through our logistical expertise."

Starting in March 2019, Albert Heijn's *Delicata* chocolate bars will be made with fully traceable cocoa, bought at a higher price from Tony's Chocolonely partner co-operatives in Ghana and the Ivory Coast.

"We want to make a difference," says Henk van Harn, v.p. of strategic sourcing with Albert Heijn. "That's why we think it is important to make a structural contribution to shape a better life for cocoa farmers. All Albert Heijn's *Delicata* chocolate letters and bars have been UTZ certified since 2010. Now we are taking an important next step towards a transparent and sustainable cocoa chain. The recipes and taste of our Delicata chocolate will remain unchanged."

Extreme poverty is the main cause of lasting social issues in the cocoa industry, issues that will only be resolved when companies go beyond certifications and are willing to pay a higher price than the certification premium. Tony's Chocolonely's five sourcing principles enable cocoa farmers to earn a livable income and remove anonymity from the supply chain, knowing exactly who grows the beans and under which circumstances.

The partnership between Tony's Chocolonely, Albert Heijn and Barry Callebaut shows it is possible to make a difference on a large scale, and calls on other companies in the industry to join.

Beginning in March 2019, Albert Heijn's Delicata chocolate bars will be made with fully traceable cocoa from Tony Chocolonely's cooperatives in Ghana and Ivory Coast.

"Together we make more impact. I'm thrilled that Albert Heijn and Barry Callebaut are joining us on our roadmap towards slave-free chocolate," says Henk Jan Beltman, chief chocolate officer for Tony's Chocolonely. "We have always aimed to be exemplary and inspire others to act. Today our impact is bigger than our chocolate alone. We're certain that this is just the first step on the journey to change the industry — together make chocolate 100 percent slave-free."

Dr. John's maker launches $2.3M expansion

Sugar-free candy company started by dentist and hygienist looks to grow.

By Crystal Lindell // EDITOR

Sugar Free Specialties, manufacturer of sugar-free nutritional candy under the *Dr. John's* brand, is expanding in Plainfield Township, Mich., investing $2.3 million and creating 50 jobs.

The company was started by Dr. John Bruinsma and his wife Debra, a dentist and hygienist team that wanted to offer their patients a better tasting sugar-free treat at their dental office.

Sugar Free Specialties is experiencing growing demand and plans to purchase an existing 25,000-sq.-ft. manufacturing facility in Plainfield Township.

Michigan was chosen for the expansion over a competing site in Indiana, and the company is working with the Michigan Strategic Fund and the Michigan Economic Development Corporation. Specifically, the company has been awarded a $250,000 Michigan Business Development Program performance-based grant.

"We were considering sites for our second manufacturing facility in neighboring Indiana as well as overseas, and we were very impressed by the technical, personnel and financial resources that the MEDC made available to us. They assured us that Michigan was the right place to do business and they put action behind their words," said Sugar Free Specialties President and CEO Michael McDonald.

Dr. John's
HEALTHY SWEETS
Sugar Free
Lollipops
Blue Raspberry, Grape, & Cherry

Sugar Free Specialties was awarded a $250,000 Michigan Development Program performance-based grant for choosing to expand in the state.

Jeff Mason, ceo of MEDC, the state's chief marketing and business attraction arm that administers programs and performs due diligence on behalf of the MSF, says the groups are pleased to work with the company and support the investment.

"We look forward to working with this innovative company as it continues to grow and add jobs in Michigan," he said.

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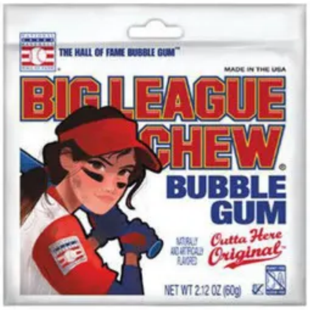
Ford Gum to feature softball player on Big League Chew pouch

Pouches to launch Feb. 1; pre-orders available.

By Alyse Thompson // ASSOCIATE EDITOR



Beginning in February, Big League Chew's Outta Here Original bubble gum will feature a female softball player.

Ford Gum, maker of *Big League Chew,* will feature a female softball player on the Outta Here Original shredded bubble gum pouch beginning Feb. 1, National Bubble Gum Day.

The new player was brought to life by Amanda MacFarlane, a freelance character designer and the daughter of former Major League shortstop Bobby Bonner. A self-taught artist, MacFarlane drew inspiration for the character from her softball-playing niece.

"*Big League Chew* is bubble gum fun for everyone, which is why we are so excited to introduce our newest character to the world," said Rob Nelson, inventor of *Big League Chew*. "We often draw inspiration for future products from our dedicated fans and customers. Whether it is fun alternative name suggestions for our bubble gum flavors or new characters to feature, we hear you and we appreciate you. This new pouch is inspired by the girls who play hard and dream big. Welcome to the *Big League Chew* family."

The *Big League Chew* softball pouch comes in a 4/12-ct. open stock case, a 2/12-ct. clip strip case, and will be featured in 60-ct. power wings and 120-ct. floor displays along with other top-selling *Big League Chew* flavors. The item has a suggested retail price of $1.49.

"Our plans to feature a softball player on the front of *Big League Chew* has been in the works for many years," said Steve Greene, Ford Gum senior v.p., sales and marketing. "We are thrilled that our customers and retailers are as enthusiastic as we are. We look forward to continuing to grow our team of characters and product line, while engaging with our loyal fans and new customers."

Ford Gum is accepting pre-order requests through the *Big League Chew* website.

Swiss pastry chef Elias Läderac wins 2018 World Chocolate Masters competition

By Alyse Thompson // ASSOCIATE EDITOR

29-year-old Elias Läderac earned 552 points during the three-day competition and several awards.

Elias Läderac of Switzerland won the 2018 World Chocolate Masters competition, sponsored by premium chocolate brand *Cacao Barry* at the Salon du Chocolat in Paris in November.

After conducting preliminary selection rounds last year, the final competition pit top chocolatiers and pastry chefs from 20 countries against each other for the title of World Chocolate Master, which has only been awarded six times before.

Contestants were asked to interpret through their creations the theme of "Futropolis." The jury looked for innovative taste combinations with chocolate, forward-thinking patisserie concepts and design defining tomorrow's commercial patisserie and chocolaterie presentations.

Läderac, a 29-year-old pastry chef for Confiseur Läderach AG, earned the top spot with 552 points. He also received awards for showpiece, snack to go, praline and chocolate design. Läderac also won the press award from 40 journalists representing international pastry magazines.

"I did what I had to do," he said.

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Dove
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Raspberry Rosé
Dark Chocolate
Almond Brittle
Milk Chocolate

DOVE chocolate bars

Mars Wrigley Confectionery, Hackettstown, N.J.
(908) 852-1000

Offering varieties to tempt the most sophisticated palates, *DOVE* chocolate bars will feature six bold flavors meant to share or savor all on your own. In addition to Milk and Dark Chocolate varieties, the line includes:

- **Bourbon Vanilla Dark Chocolate –** Premium bourbon vanilla swirled throughout silky smooth dark chocolate.
- **Salted Caramel Blonde Chocolate –** A delicious blend of white and milk chocolate featuring sweet caramel notes and a hint of sea salt.
- **Raspberry Rosé Dark Chocolate –** A sweet pink layer with raspberry and rosé over silky smooth dark chocolate.
- **Almond Brittle Milk Chocolate –** Rich, buttery toffee and almond pieces in silky smooth milk chocolate.

Ingredients (Vanilla Bourbon): Semisweet chocolate (sugar, chocolate, chocolate processed with alkali, cocoa butter, milkfat, soy lecithin, natural and artificial flavors), white chocolate (sugar cocoa butter, skim milk, milkfat, soy lecithin, salt, natural flavor, PGPR), natural flavor.

S.R.P. (3.3 oz.): $1.99

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Ring Pop Gummy Gems

Bazooka Candy Brands, New York City.
(800) 489-9149

Inspired by *Ring Pop's* signature gem shape, this candy features a sweet gummy exterior and a drop of sour gel on the inside. They come in a mix of 2-in-1, sweet and sour flavor combinations: Cherry Apple, Blue Raspberry Watermelon, Lime Blue Raspberry and Tropical Pineapple Orange.

Ingredients: Glucose syrup, sugar, water, gelatin, contains less than 2% of citric acid, sorbitol, natural & artificial flavors, malic acid, glycerin, coconut oil, pectin, sodium citrate, carnauba wax, titanium dioxide (color), Yellow 5, Red 40, Blue 1, Yellow 6.

S.R.P. (3.7 oz.): $1.89-$1.99

Peanut Butter Meltaways

Sugar Plum Chocolates, Forty Fort, Pa.
(570) 288-0559

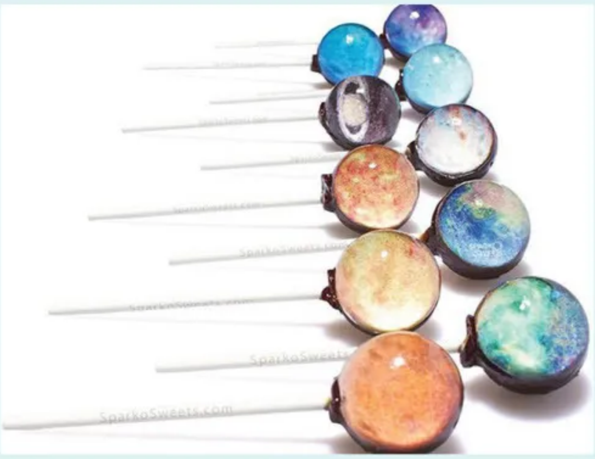
Smooth chocolate and a creamy, peanut buttery center slowly melt away in your mouth into an ooey gooey mass of deliciousness. They're available in milk and dark chocolate varieties, as well as a double peanut butter variety.

Ingredients (Dark Chocolate): Dark chocolate (sugar, chocolate liquor, cocoa butter, soy lecithin (an emulsifier), and vanilla, peanut butter, sugar, palm kernel and palm oils, whey, nonfat milk, titanium dioxide color, sunflower lecithin, natural flavor, and vanilla), olive oil.

S.R.P.: 4 oz. $5; 8 oz. $9.50; 16 oz. $17.50

Grove Harvest Delights

Island Delights, Seville, Ohio.
(330) 769-2800
Grove Harvest Delights is a better-for-you snack made with all-natural ingredients. They're available with either coconut or banana chips, topped with butter caramel, drizzled with dark chocolate and sprinkled with Mediterranean sea salt. They are certified kosher, gluten-free and produced in a BRC-certified facility.
Ingredients: Toasted coconut or toasted, sweetened banana, butter caramel, dark chocolate, Mediterranean sea salt.
S.R.P. (4 oz.): $5.99



Galaxy planet lollipops

Sparko Sweets, Los Angeles.
(626) 788-2690
These handcrafted lollipops feature images from the solar system: Sun, Mercury, Venus, Earth, Mars, Jupiter, Saturn, Uranus, Neptune and Pluto. The front of the lollipop is crystal clear and the back is black, resembling space. Flavors include Melon, Blackberry, Guava, Green Apple, Cotton Candy and Watermelon.
Ingredients: N/A
S.R.P. (10 lollipops): $24.85

Editor's Choice

Taza Chocolate-Covered Nuts

Taza Chocolate, Somerville, Mass.
(617) 623-0804
Taza Chocolate has introduced a line of chocolate-covered nuts in snacking-friendly resealable bags. While previously available in larger formats, these 4.2-oz. bags of Chocolate Covered Almonds, Chocolate Covered Cashews, and Chocolate Covered Hazelnuts offer an ideal on-the-go option.

Taza Chocolate stone grinds all of its chocolate, a process that lets the natural, bold flavor of cacao shine through. Like all Taza products, this line is USDA organic, Non-GMO Project Verified, Direct Trade Certified, kosher, vegan and free of gluten and soy.

"With today's busy lifestyles, we're seeing a switch from three square meals a day to more grazing," says Taza Marketing Manager Stephanie Larason. "That means that snacks, even sweet snacks, really need to bring something to the table nutritionally. A serving of our Sea Salt & Almond Dark Bark has just 6 grams of sugar, plus 7 grams of fiber and 5 grams of protein, all while delivering serious chocolate satisfaction."
Ingredients (Almond): Organic dark chocolate (organic cacao beans, organic cane sugar, organic cocoa butter, organic vanilla beans), organic roasted almonds.
S.R.P.: $5.99

— Alyse Thompson, associate editor

New JiMMYBAR! protein bars

Jimmy's Natural Foods, Chicago.
(888) 676-7971

JiMMYBAR! has released two new flavors to its line of protein bars: Eye of the Tiger and Wake It Up. Both of these bars are infused with guarana, a plant-based source of caffeine. Each is under 300 calories, packed with over 20 grams of protein and contains 6 grams of sugar.

- **Eye of the Tiger:** Tasting of caramel, chocolate and peanuts, this bar is inspired by Chicago's rock legend Jim Peterik, co-author of the song of the same name.
- **Wake It Up:** This bar gives an energy boost while boasting the flavor combo of cafe latte and white chocolate.

Ingredients (Eye of the Tiger): Protein blend (soy protein crisps, whey protein concentrate), maltitol, caramel, peanut butter, white chocolate, vegetable glycerin, milk chocolate, palm oil, peanut extract, turmeric, natural color, guarana, sea salt.
S.R.P. (12-pack of 60-gram bars): $29.99

Sweet & Salty Pretzel Twists

Van Wyk Confections, Castle Rock, Colo.
(888) 465-5141

Crunchy, salty Bavarian pretzels are dipped in premium milk chocolate and covered in crunchy toffee. This irresistible treat makes the perfect grab-and-go snack that satisfies every sweet tooth. The 1.41-oz. twist is available in a straight pack of 4/20 count cases.
Ingredients: Milk chocolate (sugar, cocoa butter, dry whole milk, chocolate liquor, soy lecithin, vanilla extract), pretzel (wheat flour, corn syrup, canola and/or soybean oil, salt, yeast, bamboo fiber, soda), candy topping (sugar, vegetable oil blend [palm, sunflower], butter, almonds, salt, soy lecithin).
S.R.P.: $1.29-$1.79

Smooshy Mushy 3in1 Surprise

Radz Brands, Des Moines, Iowa
(503) 227-2226

Radz has introduced 3in1 Surpise!, a new product format launching in the one of the top collectible toy brands, Smooshy Mushy.
Each Radz 3in1 Surprise box comes with a 0.7 oz. of candy, a pop-out collector card and a surprise Smooshy Mushy bestie charm and bracelet. There are 13 surprise charms to collect from Smooshy Mushy's Bakies, Sweeties and Munchies Bestie Series.
Ingredients: N/A
S.R.P.: $1.99 - $2.99

For more new products, visit candyindustry.com/newproducts. And, to submit your new product information, visit candyindustry.com/newproductform.

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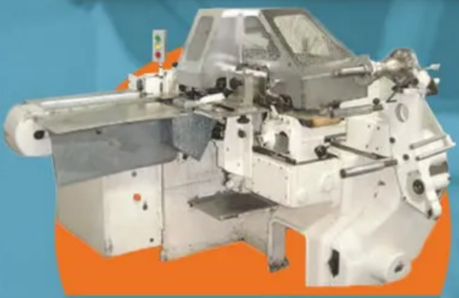

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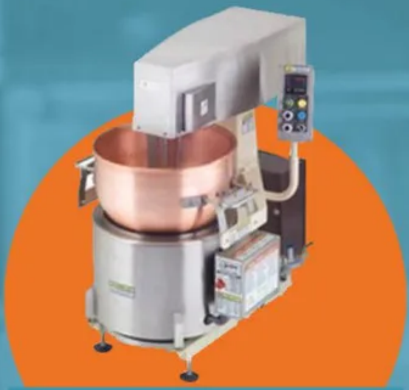

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By Alyse Thompson
ASSOCIATE EDITOR

How China's online retailers are changing the way people shop

Amazon is a revolutionary force when it comes to retail in the United States, but it has a long way to go to compete with China's online behemoths.

That's according to Neil Stern, senior partner at Chicago-based retail consulting firm McMillanDoolittle. He covered China's rapid move into "new retail," which combines new models and existing infrastructure, at the Private Label Manufacturing Association's Retail Trends Breakfast in Rosemont on Nov. 13.

"How do we link together — in a hopefully seamless way — all the things that are available today from an online perspective and all the advantages and tangible assets we have in retail stores?" Stern asked. "That's really the key to thinking about what retail is."

Expected to reach $1 trillion in 2018, China's online sales occupy more than 20 percent of its overall retail sales. For perspective, 9 percent of U.S. retail sales occur online, Stern said. He also noted China's ecommerce market is 1.3 times the size of all of Europe's ecommerce market and 10 times larger than all of Germany's ecommerce market.

Nearly half of China's sales of electronics are projected to occur online in 2018, and that's expected to swell to 60 percent by 2021. Just under 40 percent of China's apparel purchases are made online, but that's expected to reach 55 percent over the next three years.

Growth in online sales for fast-moving consumer goods and groceries has been slower — about 10 percent penetration — but China's largest ecommerce retailers have solutions to bridge the gap between online and brick-and-mortar retail.

"It's hitting every category," Stern said. "It hasn't hit food as much, and that's where a lot of the current online-to-offline efforts are happening."

Alibaba — the "Amazon of the East," Stern called it — is leading the way. The company, which has 617 million monthly mobile users, has launched 50 stores under the Hema grocery store concept.

Stern said Alibaba, having no real grocery infrastructure in place beforehand, "started from scratch" to build and improve the grocery store experience. And so Hema was born.

These 10,000-sq.-ft. locations put emphasis on offering fresh seafood and prepared food. Customers get farm-to-store product information by scanning items with their mobile phones and complete transactions with Alipay, Alibaba's mobile and online payment platform.

However, Hema also doubles as a distribution center, allowing for food and grocery delivery by scooter drivers in 30 minutes for customers living within 3 kilometers of the store.

"The store has the excitement of what a supermarket might be along with the efficiency of what a distribution center is," Stern said.

JD.com, China's second-largest online retailer, also builds on the smart store concept with 7Fresh. These 40,000-sq.-ft. stores, closer in size to traditional supermarkets, also put emphasis on fresh seafood and prepared food, mobile-accessible information and 30-minute delivery. However, 7Fresh allows customers to pay through facial recognition and provides autonomous shopping carts, which follow customers around as they navigate the stores.

On this side of the Pacific, Amazon made waves by launching Amazon Go cashierless stores earlier last year. Two are in Chicago, and two more are planned there. Thanks to multiple cameras, customers with the Amazon Go app can scan themselves in, grab what they need and walk out of the store without interacting with human cashiers.

Stern expects Amazon to continue scaling the Amazon Go concept, perhaps applying it Whole Foods. But that's just the beginning.

"It's literally changing every three months, every six months," he said. "The future is moving really fast."

For CPG manufacturers abroad and at home, it's a matter of keeping up.

Alyse Thompson

Alyse Thompson
ASSOCIATE EDITOR
thompsona@bnpmedia.com

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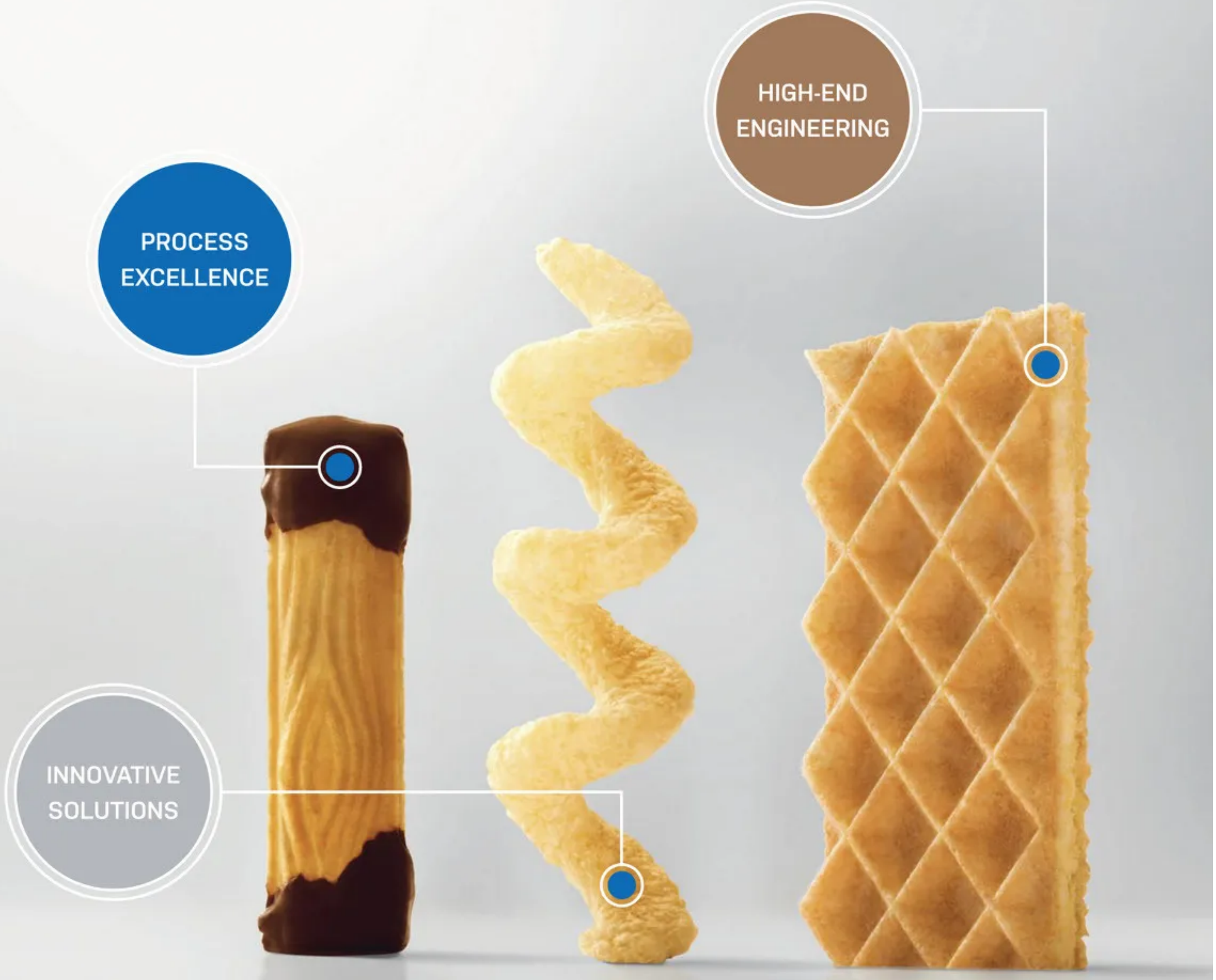

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GLOBAL TOP

Making it to the Top 100

Candy Industry Magazine's exclusive list of the Top 100 companies.

By Carla Zanetos Scully // CONTRIBUTING WRITER

There's a new kid on the block, well new to the Global Top 100 Confectionery list, to be exact.

Valeo Foods, of Dublin, Ireland, purchased two companies that used to be on the list. Over the last year, they purchased Tangerine Confectionery, of Blackpool, UK, for over $127 million and the confectionery-only division of Raisio's Plc, of Raisio, Finland, for $120 million including its six plants.

Valeo Foods makes biscuits and confectionery items and has an estimated $1,026 million in sales, which includes non-confectionery products. Last year, Raisio was listed at No. 73 with $232 million in annual sales, while Tangerine was listed at No. 81 with sales around $194 million.

The company was founded in 2010 when Origin Foods and Batchelors of Ireland merged to form Valeo Foods. The company, which has about 2,200 confectionery employees, also owns Balconi, of Italy, specializing in chocolate covered snack cakes, and Jacob's of Ireland, manufacturing chocolate coated biscuits.

There are other changes to the list this year, including the addition of Nellson LLC, of Anaheim, Calif. Maker of nutrition bars and functional powders, the company has three nutritional bar plants with 1,400 employees, averaging around $144 million in confectionery sales. Nellson grew when Nature's Bounty, formerly known as NBTY, contracted them to manufacturer their nutritional bars.

This is the first time Colorado's Rocky Mountain Chocolate Factory is being featured in the Global Top 100, with sales of $138 million. They have been listed in the North American Sweet 60 that's printed in *Candy Industry's* June issue each year, but growth has propelled them into the global list.

Other acquisitions included Sunrise Confections, a division of Mount Franklin Foods, of El Paso, Texas, taking over Hospitality Mints LLC late summer, bumping up their employee number to 3,600 and projected annual sales to $400 million. Production of soft butter mints, pastels, peppermints, jellies and ice crystals will stay at the Hospitality plant in Boone, N.C.

The Hershey Co. acquired Pirate Brands from B & G Foods Inc. in September for $420 million, to diversify and expand its snacking offerings. Earlier in the year, the company bought Amplify Snack Brands. Both acquisitions are expected to increase Hershey's sales between 3.5 and 5.5 percent over last year, according to their investor relations department.

And, as expected, there were leadership changes this year. Martin Radvan, who led the integration of Mars Chocolate and Wrigley into Mars Wrigley Confectionery, retired after 32 years with the company. Andrew Clarke took over as the new global president for Mars Wrigley Confectionery, a division of Mars Inc., in September. Clarke joined the company in 2000 and has led the company's marketing and sales capacities.

Cem Karakas, pladis CEO, stepped down for family health reasons. He also will take a leave of absence from his role as deputy chairman of parent company Yildiz Holding yet will be retained as an advisor to the United Biscuits UK board. Jim Zara, senior board member and chairman of United Biscuits UK, stepped into the role of interim pladis CEO. He has been an executive on the pladis board since its inception and previously held senior executive positions at PepsiCo, Black and Decker and Eastman Kodak.

Indra Nooyi stepped down as CEO of PepsiCo Americas Foods in October, making way for Ramon Laguarta to be elected. Nooyi was at PepsiCo for 24 years, the last 12 as CEO. She will remain chairwoman of the board until early this year (2019) for a smooth transition. PepsiCo Americas Foods makes several cereal bars, chocolate drinks and chocolate bars. Laguarta has

RANK		COMPANY NAME (HEADQUARTERS)	LAST YEAR'S RANKING	NUMBER OF PLANTS	NUMBER OF EMPLOYEES	CHIEF OFFICER, TITLE	NET SALES (MILLIONS)	PRODUCTS MANUFACTURED
1	MARS incorporated	Mars Wrigley Confectionery, div. of Mars Inc., Chicago, Ill., USA	1	53	34,000	Andrew Clarke, pres. of Mars Wrigley Confectionery	$18,000	🍫 🍮 🐰 🔵 🍎 🥜 🍬 🐻 🟢 🚫 ⚡
2	FERRERO	Ferrero Group Luxembourg, Italy	2	23	34,543	Giovanni Ferrero, exec. chair; Lapo Civiletti, CEO	$12,390	🍫 🍮 🐰 🔵 🍎 🥜 🍬 🐻 🩷 🟢 🚫
3	Mondelēz International	Mondelez International Deerfield, Ill., USA	3	150*	80,000*	Dirk Van de Put, chair & CEO	$11,792	🍫 🍮 🐰 🔵 🍎 🥜 🍬 🐻 🩷 🟢 🚫 ⚡
4	meiji	Meiji Co. Ltd. Tokyo, Japan	4	7	10,673	Katsunari Matsuda, rep. director & pres.	$9,662	🍫 🔵 🐻 🟢
5	HERSHEY'S The Hershey Company	Hershey Co. Hershey, Pa., USA	6	13	16,910[1]	Michele Buck, pres. & CEO	$7,779	🍫 🍮 🐰 🔵 🍎 🥜 🍬 🐻 🩷 🟢 🚫 ⚡
6	Nestlé	Nestle SA Vevey, Switzerland	5	413*	323,000*	Mark Schneider, CEO	$6,135	🍫
7	Lindt OF SWITZERLAND	Chocoladefabriken Lindt & Sprungli AG Kilchberg, Switzerland	7	12	14,000	Dr. Dieter Weisskopf, CEO	$4,374	🍫 🍮 🐰 🔵 🍎 🥜 🍬 🐻 🩷 🚫
8	Glico	Ezaki Glico Co. Ltd. Osaka, Japan	8	24	5,488	Katsuhisa Ezaki, pres. & CEO	$3,327	🍫 🍮 🐰 🔵 🍎 🥜 🍬 🟢 🚫 ⚡

KEY:

- 🍫 **CHOCOLATE BARS, BISCUITS & WAFERS**
- 🍮 **TRUFFLES, PRALINES & FILLED CHOCOLATES**
- 🐰 **MOULDED CHOCOLATE FIGURES & SHAPES**
- 🔵 **PANNED CHOCOLATE**
- 🍎 **TOFFEE & CARAMEL**
- 🥜 **NUTS/SEED CANDIES, BARS, BARK, NOUGAT, BRITTLES & MARZIPAN**
- 🍬 **HARD CANDIES** (Includes Lollipops, Mints, Lozenges & Cough Drops)
- 🐻 **GUMMIES, JELLIES, LICORICE, CHEWS, FRUIT SNACKS & JELLY BEANS**
- 🩷 **OTHER** (Includes Marshmallows, Yogurt-Covered, Interactive Novelty, Powders & Spreads)
- 🟢 **GUM**
- 🚫 **SUGAR-FREE & REDUCED-SUGAR CONFECTIONS**
- ⚡ **ENERGY/NUTRITION BARS & CANDIES**

served in several senior management positions at PepsiCo.

Original founder Gary Erickson and Kit Crawford have decided to come back to California's Clif Bar as co-CEOs to run day-to-day activities at the mega energy bar company after Kevin Cleary stepped aside for other pursuits. Gadi Lesin stepped down from being president and CEO of Israel's Strauss Group for medical reasons this past July and was replaced by Giora Bardea, who is currently serving as interim CEO. Yaroslav Shadyrya is the new CEO at Hlebprom in Moscow.

And with the passing of Carl Manner of Austria's Josef Manner & Co. AG, four others have taken the helm: Dr. Hans Peter Andres, head of purchasing, material management and logistics; Thomas Gratzer, head of production and technology; Mag. Albin Hahn, head of finance, human resources and information technology; and Dr. Alfred Schrott, head of marketing and sales.

In other news, Baronie Belgium N.V. is opening a new plant in Brugge, Belgium this spring, which they anticipate will have a positive effect on their sales. They are currently generating about $636 million a year.

As noted every year, this story is a work in progress. Analysis occurs from various reports and interviews. For instance, Arcor of Buenos Aires, Argentina, has over recent years recorded sales between $2 and $3 billion. Last year total sales were listed at $1,937 million (48,420 million Argentina Pesos). But now their website has confectionery separated out, recording sales for just its confectionery and chocolate division to be 10,739 million ARS or $429 million. This will change their ranking substantially as a result, but it will also be a more accurate account of Arcor's confectionery business.

Other changes to the list include the deletion of Standard Functional Foods Group after the Nashville, Tenn., company sold its bar business to Hearthside Food Solutions at the end of 2017. The company still retains Goo Goo Clusters, but annual confectionery sales dropped to $6 million.

Gertrude Hawk Chocolates, of Dunmore, Pa., also was removed from the Global Top 100 after selling its ingredients division to Barry Callebaut at the end of 2017, but you should see them listed in the North American Sweet 60 in June with annual sales now at $50 million.

Editor's Note: As always, the Global Top 100 remains a "work in progress," given that many companies refuse to share their financials or break them out to include only confectionery sales. If there are any oversights or incorrect estimates, please feel free to contact Candy Industry's Editor Crystal Lindell at lindellc@bnpmedia.com

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							CHOCOLATE BARS, BISCUITS & WAFERS	TRUFFLES, PRALINES & FILLED CHOCOLATES	MOULDED CHOCOLATE FIGURES & SHAPES	PANNED CHOCOLATE	TOFFEE & CARAMEL	NUTS/SEED CANDIES, BARS, BARK, NOUGAT, BRITTLES & MARZIPAN	HARD CANDIES	GUMMIES, JELLIES, LICORICE, CHEWS, FRUIT SNACKS & JELLY BEANS	OTHER	GUM	SUGAR-FREE & REDUCED-SUGAR CONFECTIONS	ENERGY/NUTRITION BARS & CANDIES
9	Haribo GmbH & Co. K.G. Bonn, Germany	9	16	7,000+	Hans-Guido Riegel, man. partner, Martin Schlatter and Michael Phiesel, man. directors	$3,300								●	●			
10	Perfetti Van Melle Spa Lainate, Italy, & Breda, Netherlands	11	32	17,700	Sameer Suneja, CEO	$3,086					●		●	●		●	●	
11	pladis London, UK	12	34	26,000	Jim Zaza, interim CEO; Murat Ulker, chair; Ali Ulker, vice chair.	$2,816	●	●	●	●	●	●	●	●	●	●	●	
12	General Mills Inc.	13	50*	40,000*	Jeffrey Harmening, CEO	$2,100								●				●
13	Kellogg Co. Battle Creek, Mich., USA	17	46*	33,000*	Steven Cahillane, CEO & chair	$1,890	●							●				●
14	August Storck KG Berlin, Germany	15	3	6,000	Axel Oberwelland, CEO	$1,859	●	●	●		●		●	●	●		●	
15	Orion Corp. Seoul, Korea	14	16*	13,165*	Chul Kon Tam, chair & CEO	$1,718	●			●	●	●		●	●	●		●
16	United Confectionary Manufacturers Moscow, Russia	19	19	20,000	Nikolay Vasyukov, CEO	$1,169	●	●	●	●	●		●	●	●		●	
17	Bourbon Corp. Niigata, Japan	20	10	4,900[1]	Yasushi Yoshida, pres.	$1,060	●	●	●	●		●	●	●	●	●		●
18	Lotte Corp. Seoul, Korea	16	22	14,798	Myung Ki Min, CEO	$1,055	●					●				●		
19	Valeo Foods Group Dublin, Ireland	new	n/a	2,200	Seamus Kearney, group CEO	$1,026*	●		●		●	●	●	●	●			
20	Chocolat Frey AB Buchs, Switerland	49	4	2,268	Hans-Ruedi Christen, CEO	$1,025	●	●	●	●		●			●	●	●	
21	Morinaga & Co. Ltd. Tokyo, Japan	18	8	1,303	Toru Arai, pres. & rep. director	$998	●		●		●	●	●	●	●			●
22	Crown Confectionery Co. Ltd. Seoul, Korea	21	5	1,500	Yoon Young-dal, chair	$990	●				●		●	●		●		
23	Cemoi Perpignan, France	22	15	3,400	Patrick Poirrier, CEO	$968	●	●	●		●	●			●		●	●
24	Cacau Show Itapevi, SP, Brazil	23	4	1,927	Alexandre Costa, pres.	$909	●	●	●	●		●			●		●	●
25	Clif Bar & Co. Emeryville, Calif.	24	2	1,160	Gary Erickson & Kit Crawford, co-ceos	$900[5]						●		●				●

KEY:

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- OTHER (Includes Marshmallows, Yogurt-Covered, Interactive Novelty, Powders & Spreads)
- GUM
- SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
- ENERGY/NUTRITION BARS & CANDIES

RANK		COMPANY NAME (HEADQUARTERS)	LAST YEAR'S RANKING	NUMBER OF PLANTS	NUMBER OF EMPLOYEES	CHIEF OFFICER, TITLE	NET SALES (MILLIONS)	PRODUCTS MANUFACTURED											
26	ROSHEN	Roshen Confectionery Corp. Kiev, Ukraine	25	8	10,000	Vyacheslav Moskalevsky, pres.	$800	●	●	●		●	●	●	●	●	●		
27	ORKLA	Orkla, Confectionery & Snacks Div. Oslo, Norway	26	15	3,271	Peter A. Ruzicka, pres. & CEO	$769	●	●		●	●	●	●	●	●	●		●
28	LAMBERTZ	Henry Lambertz GmbH & Co. KG Aachen, Germany	30	7	3,500	Dr. Hermann Buhlbecker	$732	●	●				●						
29	Cloetta	Cloetta A.B. Stockholm, Sweden	28	8	2,600	Henri de Sauvage-Nolting, pres. & CEO	$730	●	●	●	●	●	●	●	●	●	●	●	●
30	KIND HEALTHY SNACKS	KIND Healthy Snacks NY, NY	27	n/a	700[1]	Daniel Lubetzky, founder & CEO	$719						●						●
31	GRUPO BIMBO	Barcel S.A., div. of Grupo Bimbo Mexico City, Mexico	29	3	3,000	Ricardo Padilla Anguiano, pres. of Barcel	$700	●	●			●		●	●	●	●		
32	Bahlsen	Bahlsen GmbH & Co. KG Hannover, Germany	32	6	2,830	Werner M. Bahlsen, chair; Scott Brankin, Michael Hahnel, Jorg Honemann, & Daniella Mundler, man. directors	$659	●					●					●	●
33	BARONIE	Baronie Belgium N.V. Hamburg, Germany, & Brugge, Belgium	31	10	1,490	Fons Walder, CEO	$636	●	●	●	●	●	●						
34	PEPSICO	PepsiCo Americas Foods Purchase, NY, USA	36	700*	274,000*	Ramon Laguarta, CEO	$630	●								●			●
35	1800 flowers.com	1-800-FLOWERS.COM Inc. Carle Place, N.Y., USA	33	4	2,000[3]	Chris McCann, CEO	$600	●	●	●	●	●	●			●		●	
36	GRIESSON - DE BEUKELAER	Griesson de Beukelaer GmbH & Co. KG Polch, Germany	35	4	2,100	Andreas Land, managing partner	$591	●											●
37	Krüger	Krueger GmbH & Co. KG Gladbach, Germany	37	4	1,000	Marc Krueger, CEO	$590	●	●	●		●	●			●			
38	Ritter SPORT	Alfred Ritter GmbH & Co. KG Waldenbuch, Germany	38	1	1,500	Andreas Ronken, CEO	$568	●	●			●	●			●			
39	Grupo nutresa	Compania Nacional de Chocolates, subsidiary of Grupo Nutresa S.A. Medellin, Colombia	41	5	3,792	Jorge Eusebio Arango, CEO of choc. div.	$511	●	●				●		●	●	●		●
40	Tootsie Tootsie Roll Industries	Tootsie Roll Industries Chicago, Ill., USA	39	7	2,200	Ellen Gordon, chair & CEO	$510	●	●	●	●	●		●	●		●		
41	HEARTHSIDE FOOD SOLUTIONS	Hearthside Food Solutions Downers Grove, Ill., USA	40	13	1,694	Richard Scalise, chair & CEO	$487	●											●

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- **GUM**
- **SUGAR-FREE & REDUCED-SUGAR CONFECTIONS**
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42	Empresas Carozzi SA Santiago, Chile	42	5	5,060	Gonzalo Bofill Velarde, pres.; Sebastian Garcia Tagle, CEO	$475	●	●	●	●	●		●	●	●		●	●
43	Konti Group Donetsk, Ukraine	43	5	8,097	Mishalov Sergey, CEO	$473	●	●		●	●	●		●	●			
44	Katjes Fassin Group Emmerich, Germany	44	8	1,500	Tobias Bachmuller & Bastian Fassin, man. directors	$470							●	●	●		●	
45	Universal Robina Corp. Pasig, Philippines	45	22*	9,117*	James L. Go, chair; Lance Gokongwei, pres. & CEO	$455	●	●		●			●	●	●			●
46	PT. Mayora Indah, Tbk Jakarta, Indonesia	46	6	9,000	Andre Atmadja, CEO	$450	●						●		●		●	
47	See's Candies S. San Francisco, Calif., USA	47	3	1,500²	Brad Kinstler, pres. & CEO	$430	●	●	●	●	●	●	●	●	●		●	
48	Colombina S.A. Cali, Colombia	34	4	5,147	Cesar Caicedo, pres.	$430	●	●	●	●	●	●	●	●	●	●	●	●
49	Arcor Buenos Aires, Argentina	10	47*	22,000*	Luis Pagani, pres. & CEO	$429	●	●	●	●	●	●	●	●	●	●	●	●
50	Delfi Limited Singapore	48	2	4,000	Pedro Mata, chair; John Chuang, CEO	$426	●	●	●	●	●	●			●			
51	The Promotion In Motion Cos., Inc. Allendale, N.J., USA	53	3	750	Michael Rosenberg, pres. & CEO	$425	●			●			●	●	●		●	
52	Sunrise Confections, div. of Mount Franklin Foods, El Paso, Texas, USA	58	6	3,600	Gary Ricco, pres. & CEO	$400				●		●	●	●	●			
53	Slavyanka Stary Oskol, Russia	51	7	6,000	Sogulyak Evgenij, CEO	$400	●	●	●	●	●	●	●	●	●			
54	Fazer Confectionery Vantaa, Finland	52	4	1,109	Nathalie Ahlstrom, EVP, man. director	$391	●	●			●	●	●	●		●		
55	Canel's SA de CV San Luis Potosi, Mexico	55	3	2,450	Roberto Garcia Navarro, pres.	$390					●		●	●		●	●	
56	Embare Belo Horizonte, Brazil	50	1*	1,600*	Hamilton Antunes, pres. & CEO	$389					●			●	●			
57	Solen Cikolata Gida Sa. Ve Tic Gaziantep, Turkey	54	6	2,000	Elif Coban, CEO; Ismail Coban, chair	$380	●	●	●	●	●		●	●	●	●	●	●
58	Dulces De la Rosa Guadalajara, Jalisco, Mexico	57	4	6,500	Miguel Angel Michel Velasco, pres.	$355	●	●	●	●	●	●	●	●	●	●		

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INNOVATION
INSPIRES

Wrigley's Orbit
Bold Flavor!
Freeze Mint Gum
Combos
Stuffed Snacks
Jalapeño Cheddar
M&M's
White Chocolate Peanut
Share Size
Twix
Triple Chocolate
4 To Go
Crispy
Milk Chocolate
Peanut
Starburst
Duos
Skittles
Darkside
Share Size

Innovation inspires curiosity and adventure. It revolutionizes the category. That is why MARS WRIGLEY Confectionery is committed to bringing relevant new items that spark interest and incremental lift in sales. Make sure you know the first ship dates so you are first in line to leverage new innovation.

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GLOBAL TOP 100

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							CHOCOLATE BARS, BISCUITS & WAFERS	TRUFFLES, PRALINES & FILLED CHOCOLATES	MOULDED CHOCOLATE FIGURES & SHAPES	PANNED CHOCOLATE	TOFFEE & CARAMEL	NUTS/SEED CANDIES, BARS, BARK, NOUGAT, BRITTLES & MARZIPAN	HARD CANDIES	GUMMIES, JELLIES, LICORICE, CHEWS, FRUIT SNACKS & JELLY BEANS	OTHER	GUM	SUGAR-FREE & REDUCED-SUGAR CONFECTIONS	ENERGY/NUTRITION BARS & CANDIES
59	The Millano Group Poznan, Poland	59	3	1,500	Krysztof Kotas, chair & CEO	$350	●	●	●	●	●		●	●	●			
60	Mederer Susswarenvertriebs GmbH Furth, Germany	56	7	2,000	Herbert Mederer, pres. & CEO	$350								●	●		●	
61	Ricola Ltd. Laufen, Switzerland	60	2	450	Felix Richterich, chair & CEO	$333							●	●			●	
62	Natra SA Madrid, Spain	63	6	950	Dominique Luna, CEO	$325[4]	●	●	●			●			●		●	●
63	Strauss Group Petach Tikva, Israel	68	1	650	Giora Bardea, interim CEO	$313	●	●			●	●	●	●	●	●	●	●
64	A. Loacker AG/SpA South Tyrol, Italy	62	3	1,038	Ulrich Zuenelli, chair	$301	●	●	●						●			
65	Elvan Group Istanbul, Turkey	65	10	2,500	Mustafa Kadiroglu, chair	$300	●	●	●		●	●	●	●	●		●	
66	Abbott Nutrition, div. of Abbott Laboratories, Lake Bluff, Ill., USA	61	100*	99,000*	Daniel Salvadori, exec. VP, Nutritional Products	$294											●	●
67	Fini Sweets-Sanchez Cano Murcia, Spain	69	2	1,700	Antonio Sanchez Bernal, pres.; Alberto Garcia, man. dir.	$287							●	●	●	●	●	
68	Nature's Bounty Co. Ronkonkoma, NY	66	3	4,000	Paul Sturman, pres. & CEO	$262								●				●
69	Bifa Biscuits & Food Ind. Inc. Karaman, Turkey	70	n/a	3,500	Mustafa Pinarbasi, chair	$250	●	●						●	●			
70	Colian Sp. z o.o. Opatowek, Poland	88	4	1,343	Jan Kolanski, pres. & CEO	$249	●	●	●	●	●			●	●			
71	Just Born Quality Confections Bethlehem, Pa., USA	71	2	550	Ross Born, CEO; David Shaffer, chair; David Yale, COO & pres.	$243	●	●	●					●	●		●	
72	Josef Manner & Co. KG Vienna, Austria	79	2	700	Hans Peter Andres, Thomas Gratzer, Albin Hahn & Alfred Schrott, officers	$240	●	●		●	●	●			●			
73	Elah-Dufour Spa Novi Ligure, Italy	72	3	190	Guido Repetto, CEO	$237	●	●			●	●	●	●	●		●	
74	Bazooka Candy Brands, div. of Topps Co., NY, NY, USA	76	2	275	Tony Jacobs, pres. of Bazooka Candy Brands	$231							●	●	●	●	●	
75	Wawi-Schokolade AG Pirmasens, Germany	74	8	500	Walter Mueller, CEO; Jurgen Mueller, man. director	$220	●	●	●			●			●			

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76	Zertuz GmbH Hamburg, Germany	75	11	2,000	Jorn Riemer, CEO	$217	●	●	●	●		●	●	●	●	●	●	●
77	Ruebezahl Schokoladen GmbH Dettingen/Teck, Germany	77	4	900	Claus Cersovsky, managing director	$204	●	●	●	●		●		●	●			
78	Santa Cruz Nutritionals Santa Cruz, Calif., USA	78	2	550	Carlyn Solomon, CEO	$200								●				
79	Jelly Belly Candy Co., Fairfield, Calif., USA	80	3	720	Lisa Brasher, pres. & CEO	$195				●			●	●	●		●	
80	Dori Alimentos Sao Paulo, Brazil	82	3	2,200	Vitor Barion, chair	$185				●	●	●	●	●				
81	Hlebprom Moscow	83	4	4,200	Yaroslav Shadyrya, CEO	$184	●											●
82	Kambly SA Trubschachen, Switzerland	89	2	570	Hans-Martin Wahlen, CEO	$180	●											
83	Wawel SA Krakow, Poland	95	1	700	Dariusz Orlowski, CEO	$179	●	●			●	●		●	●		●	
84	Neuhaus Holdings Vlezenbeek, Belgium	87	2	685	Joe Linkens, CEO	$177	●	●	●		●	●		●	●			
85	R.M. Palmer Candy Co. West Reading, Pa., USA	84	3	850	Richard Palmer Jr., pres., and Mark Schlott, COO	$175	●	●	●		●	●			●			
86	Tiger Brands Ltd. Bryanston, S. Africa	85	2	1,500	Lawrence MacDougall, CEO	$167	●	●	●	●	●	●	●	●	●	●		●
87	Kras Food Industry Plc. Zagreb, Croatia	90	5	2,557	Damir Bulic, pres. of board	$162	●	●		●	●		●	●	●		●	
88	ICAM SpA Lecco & Orsenigo, Italy	91	2	300	Angelo Agostoni, pres.	$161	●	●	●	●		●	●	●	●		●	
89	World's Finest Chocolate Chicago, Ill., USA	92	1	285	Eddie Opler, chair & CEO	$160	●		●	●		●			●		●	
90	Vidal Golosinas Molina de Segura, Spain	96	2	1,000	Joaquin Vigueras Miralles, managing director	$160					●		●	●	●	●	●	
91	Ragolds GmbH Boizenberg, Germany	94	4	540	Oliver Schindler, owner; & Jorg Viader, owner & CEO	$158					●		●	●		●	●	
92	Georgia Nut Co. Skokie, Ill.	97	2	400	Dave Drehobl, CEO, and Rick Drehobl, pres.	$150	●			●	●	●			●		●	●

KEY:

- CHOCOLATE BARS, BISCUITS & WAFERS
- TRUFFLES, PRALINES & FILLED CHOCOLATES
- MOULDED CHOCOLATE FIGURES & SHAPES
- PANNED CHOCOLATE
- TOFFEE & CARAMEL
- NUTS/SEED CANDIES, BARS, BARK, NOUGAT, BRITTLES & MARZIPAN
- HARD CANDIES (Includes Lollipops, Mints, Lozenges & Cough Drops)
- GUMMIES, JELLIES, LICORICE, CHEWS, FRUIT SNACKS & JELLY BEANS
- OTHER (Includes Marshmallows, Yogurt-Covered, Interactive Novelty, Powders & Spreads)
- GUM
- SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
- ENERGY/NUTRITION BARS & CANDIES

GLOBAL TOP 100

RANK	COMPANY NAME (HEADQUARTERS)	LAST YEAR'S RANKING	NUMBER OF PLANTS	NUMBER OF EMPLOYEES	CHIEF OFFICER, TITLE	NET SALES (MILLIONS)	PRODUCTS MANUFACTURED
93	Nellson LLC Anaheim, Calif., USA	new	3	1,400	Jamie Better, chair & CEO	$144	CHOCOLATE BARS, BISCUITS & WAFERS OTHER ENERGY/NUTRITION BARS & CANDIES
94	Valor Chocolates Villajoyosa, Spain	99	2	338	Pedro Lopez Lopez, CEO & general manager	$144	CHOCOLATE BARS, BISCUITS & WAFERS TRUFFLES, PRALINES & FILLED CHOCOLATES OTHER SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
95	Hawaiian Host Honolulu, Hawaii, USA	98	3	300+	Keith Sakamoto, pres. & CEO	$141	TRUFFLES, PRALINES & FILLED CHOCOLATES PANNED CHOCOLATE TOFFEE & CARAMEL NUTS/SEED CANDIES, BARS, BARK, NOUGAT, BRITTLES & MARZIPAN SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
96	American Licorice Co. La Porte, Ind., USA	101	2	500	John Kretchmer, CEO	$140	GUMMIES, JELLIES, LICORICE, CHEWS, FRUIT SNACKS & JELLY BEANS SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
97	Rocky Mountain Chocolate Factory Durango, Colo.	N/A	1	225	Franklin Crail, chair & CEO	$138	CHOCOLATE BARS, BISCUITS & WAFERS TRUFFLES, PRALINES & FILLED CHOCOLATES MOULDED CHOCOLATE FIGURES & SHAPES TOFFEE & CARAMEL NUTS/SEED CANDIES, BARS, BARK, NOUGAT, BRITTLES & MARZIPAN GUMMIES, JELLIES, LICORICE, CHEWS, FRUIT SNACKS & JELLY BEANS OTHER SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
98	Chocolats Halba Wallisellen, Switzerland	N/A	1	278	Anton von Weissenfluh, managing director	$134	CHOCOLATE BARS, BISCUITS & WAFERS TRUFFLES, PRALINES & FILLED CHOCOLATES MOULDED CHOCOLATE FIGURES & SHAPES SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
99	Ion S.A. Piraeus, Greece	N/A	3	927	Ioannis Kotsiopoulos, pres.	$133	CHOCOLATE BARS, BISCUITS & WAFERS TRUFFLES, PRALINES & FILLED CHOCOLATES MOULDED CHOCOLATE FIGURES & SHAPES PANNED CHOCOLATE TOFFEE & CARAMEL HARD CANDIES OTHER GUM SUGAR-FREE & REDUCED-SUGAR CONFECTIONS
100	Doumak Inc. Elk Grove Village, Ill.	100	2	195	Don Muff, pres. & CEO	$125	OTHER

KEY:

- **CHOCOLATE BARS, BISCUITS & WAFERS**
- **TRUFFLES, PRALINES & FILLED CHOCOLATES**
- **MOULDED CHOCOLATE FIGURES & SHAPES**
- **PANNED CHOCOLATE**
- **TOFFEE & CARAMEL**
- **NUTS/SEED CANDIES, BARS, BARK, NOUGAT, BRITTLES & MARZIPAN**
- **HARD CANDIES** (Includes Lollipops, Mints, Lozenges & Cough Drops)
- **GUMMIES, JELLIES, LICORICE, CHEWS, FRUIT SNACKS & JELLY BEANS**
- **OTHER** (Includes Marshmallows, Yogurt-Covered, Interactive Novelty, Powders & Spreads)
- **GUM**
- **SUGAR-FREE & REDUCED-SUGAR CONFECTIONS**
- **ENERGY/NUTRITION BARS & CANDIES**

Note on methodology: All sales, plant and employee estimates are for confectionery operations only, unless otherwise noted. In addition, *Candy Industry* has attempted to factor out industrial chocolate sales and plants. All estimates come from a combination of manufacturer surveys, annual reports, media reports, private and published research, and analyst interviews. For most public companies, projections were made for fiscal 2018. In some cases, the previous year's sales were used with a correction for growth from the current year's reports. For most private companies, sales are estimated for calendar year 2018. Currencies have been converted based on the average exchange rate from January-October 2018, and are highlighted in red. Wherever data was lacking, information is noted as N/A (not available).

* Includes non-confectionery items

[1] Includes part-time or temporary workers

[2] See's Candies has 1,500 year-round employees; 6,000 seasonally

[3] 1-800-FLOWERS.COM has 2,000 year-round employees; 8,000 seasonally

[4] This only includes consumer goods. Natra also has sales of $139 million in industrial goods.

[5] Clif Bar doesn't disclose sales figures but experts believe the numbers could be near $1 billion.

We look forward to seeing you!
Hall 10.1, Stand G030/H039
pro sweets COLOGNE
Cologne, 27.01.–30.01.2019
> Packaging your ideas...

Showing your products in their best light.

Your premium products deserve innovative and imaginative packaging at the point of sale. After all, that's where your customers put their money on the table. Efficient system and plant solutions from Hastamat and LoeschPack package your ideas and show your products in their best light – from the primary packaging all the way to the sales tray. In other words, there where it counts.

ProSweets 2019 | Hall 10.1, Stand G030/H039 | See for yourself.

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The Top 10 products we're excited to see at ISM

From bubble tea-flavored popcorn to chocolate with cannabis seeds and strawberries, these are the most interesting products slated to be featured at this year's ISM.

By Crystal Lindell // EDITOR

From chocolate and confectionery, to biscuits and snack items — ISM reflects the sweets and snacks market in all its facets. The event, which runs Jan. 27 to Jan. 30, attracts international exhibitors and visitors, and highlights global trends in the industry.

Katharina C. Hamma, chief operating officer of Koelnmesse, says visitors can expect to see several innovations at the 2019 show, which will feature a new hall this year, Hall 3.1, directly next to Entrance South. The additional 8,500 sq. m. of exhibition space brings the total to 120,000 sq. m. The new hall also will feature a plaza with live sweet productions and sampling.

And all that exhibit space means lots of trends will be on display.

"Whether vegetarian and vegan, gluten and lactose-free, sugar and fat reduced, traditional recipes or new interpreted one — there is something for all needs," Hamma says.

She says to-go offers, individually and compactly packed items are still proving to be bestsellers, as consumers have increasingly less time and commute between home and the office, leisure activities and work. And, savory snacks also are in high demand, which visitors can find in the "New Snacks Area" in Hall 5.2.

Below is a look at the Top 10 most interesting products we're excited to see at this year's show!

1 Craft chocolate with Bulgarian Rose Water and Cardamom

Soleo Bulgaria Ltd.

www.casakakau.com

Hall stand: 05.2 B029

An original family recipe of bean-to-bar chocolate, handcrafted from selected single origin cocoa beans, these bars are made from chocolate that's stone grinded and matured. Bulgarian rose water and the pearls of the Orient — cardamom seeds — are then added to create an exquisite combination that's perfectly enhanced by the floral hints of the chocolate.

Wonig
Der perfekte Bio-Honigersatz

2 Vegony - The vegan alternative to honey

Vegablum

https://vegablum.de

Hall/Stand: 05.2 J033

Vegony is an alternative to honey created by using various plant and flower extracts. The company says blind testing has shown, time and time again, that consumers will not notice the difference. And the glass jars come with labels made from grass paper, and attached with vegan glue.

PopSmile
BUBBLE TEA FLAVOR POPCORN
珍珠奶茶口味
爆米花

3 Bubble Tea Flavored Popcorn

Taiwan Smile Food Co., Ltd.

www.smilefoodtw.com

Hall/Stand: 05.2 J020

Bubble tea, which originated in Taiwan, is becoming more and more popular around the world.

Taiwan is an origin of this delicious drink. And now consumers can get the same great flavor in a popcorn!

P3RF3C7
C4NDY

SUCROMASTER® THE KEY TO
"PERFECT CANDY"

SUCROMASTER®

Please come and see us at:

pro sweets
Cologne, Germany
27.01.–30.01.2019
Hall 10.1
Stand B030 C039

upakovka
Moscow, Russia
29.01.–01.02.2019
Hall F0
Stand F0D44

CHOCOTECH

www.chocotech.de

RAMADAN KIDS
25cm x 25cm

4 Ramadan Kids - the Original Ramadan Kalender for Kids

Honeyletter Productions GmbH

www.honeyletter.comy

Hall/Stand: 10.2 E079

Count down to Iftar for Kids with 30 puzzle elements behind each door. The Ramadan Kalender features healthy and delicious date and apricot in balls covered by finest chocolate, and then a puzzle for the final Day of Ramadan. All of the treats are halal certificated.

Anthon Berg
SINGLE MALTS SCOTCH COLLECTION
NEW

5 Anthon Berg Single Malts Scotch Collection

Toms Confectionery Group A/S

Hall/Stand: 11.2 G020

Anthon Berg has teamed up with five of the world's most PREMIUM Single Malt Scotch Whisky brands and created a unique tasting experience in this exquisite collection. The five single malt scotch whiskies features different flavor profiles ranging from the smooth and naturally rich and pleasurably warming, through the massively peat-smoky and dry. It will be available in two box sizes: 10 pieces (155g) & 15 pieces (230g).

SWEET SWITCH

6 Muesli & Apricot - Muesli & Red Berries + Yoghurt

Exhibitor: SWEET-SWITCH

Hall/Stand: 04.2 B031

These muesli bars come in two different flavors, including: Muesli & Red Berries + Yoghurt and Muesli & Apricot. Made with only naturally occurring sugars, they're the perfect, healthy snack to-go.

7 Natural tamarind candy

Shivay Confectionery

Hall/Stand: 03.1 G039

Featuring the perfect combination of sweet and sour, this tamarind candy is 100 percent natural.

pinkfinch
VEG CRISPS

8 Pinkfinch Green Bean & Sugar Snap Pea Crisps

Cloud Corn Popcorn / Pinkfinch Fruit Crisps

www.pinkfinch.eu

Hall/Stand: 05.2 C024

Pinkfinch Green Bean and Sugar Snap Pea Crisps are made with real vegetables, are gluten free, nut free, dairy free, high in fiber, and vegan friendly.

KRÓWKA ZATORSKA
CREAM FUDGE

9 Luxury Cream Fudge- "KRÓWKA ZATORSKA"

Lolly Polly

www.lollypolly.com

Hall/Stand: 11.1 D052

Luxury Cream Fudge is a soft caramel candy with a mild milky taste. The quality caramel candies are produced from milk, butter and cream. They come in two sizes: 180g and 350g.

Ruta
ANNO 1913
CHOCOLATE
With cannabis seeds and strawberries
75 % cocoa

10 Chocolate with cannabis seeds and strawberries

Joint stock company "Ruta"

Hall/Stand: 11.1 F016/E015

These bars are made with RUTA 75 percent chocolate and feature cannabis seeds and strawberries.

The lightline Flowpacker with new heat sealing technology will be at the forefront of Schubert's trade fair presentation

Whether chocolate pralines, chocolate bars or wafers – consumers purchase many of these confectionery products in flow-wrap bags. With the lightline Flowpacker, Schubert is offering a preconfigured packaging machine – consisting of the Flowmodul flow-wrapping component and a picker line – which packages unpacked or trayed products into flowpacks in an efficient and product-friendly manner.

The Flowmodul is compatible with all commonly used hot and cold sealing films and delivers maximum flexibility in terms of product mix. Using robotic technology, even extremely fragile crackers or biscuits can be stacked in any conceivable variant and packaged into flowpacks.

For packaging heat-sensitive products such as chocolate, for example, Gerhard Schubert GmbH has expanded its Flowmodul flow-wrapping component with a new sealing technology: the new patented heat sealing technology is characterised by very low heat development as well as a constant sealing time at variable chain speed. For the first time ever, the adjustment range of a heat-sealing film can be controlled between 5 and 60 metres – without any loss of quality for the film or the product. Even hermetically sealed packages are possible with this technology.

Preconfigured and efficient

The Flowpacker shown at the booth is part of the new Schubert lightline machine series which comprises three packaging machines for standard packaging tasks. The series also includes the lightline Cartonpacker for packaging products into cartons and the lightline Pickerline for pick & place applications. A key benefit is that these very compact and efficient systems are characterised by attractive investment costs and very short delivery times. Customers can now choose between preconfigured machines from the new lightline product family with defined product and packaging formats and the freely configurable machines with comprehensive degrees of freedom tailored to individual requirements.

Fair exhibition machine packs 250 biscuits per minute

At the ProSweets fair, Schubert is showcasing a lightline Flowpacker – equipped with the latest heat sealing technology – which will process mixed packages with two different, heat-sensitive products. A biscuit with white chocolate and one with brown chocolate will be packaged together in a flow-wrap bag. The machine achieves an output of 250 products or 125 flowpacks per minute. The Flowpacker features a 3D image processing system which ensures that only flawless products enter the infeed chain.

The lightline Flowpacker can now be equipped with a patented heat sealing technology, which can be used to gently package heat-sensitive products.

With the lightline Flowpacker, Schubert is offering a preconfigured packaging machine – consisting of the Flowmodul flow-wrapping component and a picker line – which packages unpacked or trayed products into flowpacks in an efficient and product-friendly manner.

Adaptable machines, future-proof investment

Whether delicate chocolates, soft cakes or chocolate bars – the family-owned company from Crailsheim develops customised robotic tools for all products. Thanks to the TLM technology's modular design, these tools can be adapted to meet changing requirements such as new product or packaging formats – easily and cost-effectively. If the product or format changes, only the robot tools need to be adjusted or replaced. For the development and manufacturing of these tools, Schubert draws on its many years of expertise in the design and functionality of grippers and suction cups.

Engineering expertise within the Schubert Group

Schubert Packaging Systems offers comprehensive total solutions and services for food and confectionery manufacturers who need more than just a single machine for their production. Gerhard Schubert GmbH's subsidiary designs turnkey systems for a diverse range of industries. As an engineering service provider, it advises small and medium-sized companies as well as international corporations on all aspects of final packaging and related processes.

Visit www.schubert.group for more information

ProSweets to highlight industry 4.0

ProSweets runs in conjunction with ISM from Jan. 27-30, and nearly 38,000 trade visitors from about 150 countries are expected to attend.

This year's ProSweets event will connect the future of machines.

The show, which runs Jan. 27 to Jan. 30, intends to make "Industry 4.0" tangible.

Flexible machines, which make it easier to individualize products, are increasingly becoming more popular in the sweets and snacks industry. And even if many exhibitors at the Cologne fairgrounds don't want to talk about the idea of a batch of one yet, the batches are getting smaller.

Some sweets manufacturers are even thinking about complete automation.

Automataion helps with raw material handling while also illustrating the merging of mechanics, electronics and software — from the low-dust product feeding from sacks and big bags, to the conveying and weighing of the ingredients, through to the loading of kneading units and conches.

And while manual processes quickly reach their limits, the fast recipe changeovers of automated feeding systems are making small batch quantities viable.

Industry 4.0 technologies, which permanently improve the machines in terms of self-diagnosis and error elimination, create the conditions for the efficiency many candy factories demand now. And, the packing machines for small-volume orders of sweets are designed down to the last detail.

Meanwhile, the latest generation of digital fold wrapping machines or top loading and display carton machines is completely servo-driven and is based on a highly modular concept that is consistently applied. That means high-end production lines can switch between different formats and wrapping types quickly and easily — a characteristic that specifically helps candy makers with line-ups that include seasonal goods such as Easter chocolates or chocolate balls for Christmas.

Servo-electrically driven axes are also being implemented more frequently in hollow body systems. The high flexibility for the parameterization makes it possible to produce complicated geometries with a uniform shell thickness — such as a rabbit with slightly angled ears.

Automation will be highlighted at this year's ProSweets in Cologne, Germany, which runs Jan. 27-30.

It's an example that shows that Industry 4.0 is not just for packaging. Sweets machines are increasingly becoming digitally connected and equipped with sensors that provide an abundance of data. That includes support for maintenance and cleaning processes or active notifications about the service and maintenance intervals through the machine itself.

Visitors to ProSweets will be able to see these things demonstrated at various booths, and also virtually on the screens with AR goggles.

ProSweets Cologne runs parallel to ISM, the world's largest trade fair for sweets and snacks. With about 1,700 international exhibitors from about 70 countries, the trade fair offers a unique overview of the new confectionery and snack products worldwide and provides access to nearly 38,000 trade visitors from about 150 countries. Be sure to check out *Candy Industry Magazine's* ISM new product preview in this issue.

Together with ISM, ProSweets Cologne covers the entire value chain of the production and sales of sweets and snacks at the same time and place — a worldwide unique constellation.

For more information: Visit www.prosweets-cologne.com

Chocotech

BOOTH: **Hall 10.1 Booth B030/C039**

Chocotech GmbH is a leading manufacturer of process equipment for the confectionery industry and OTC candies, which contain active ingredients. The cooking systems are designed for: Jelly, Fondant, Caramel, Fudge, Hard Candy, Chewy Candy, Fruit Snacks, Krokant, Barline Kitchens and Aeration Systems. Chocolate processing includes equipment for chocolate shells, with and without deposited fillings and Lentil Forming.

Energy Saving

The *ECOGRAV* is a flexible gravimetric weighing unit with a buffer tank and an integrated continuous pressure dissolver which uses the moisture of the glucose (corn syrup) to dissolve the crystal sugar (or sugar-free ingredient i.e. Isomalt) without having to add any or little water. The result is substantial energy savings. *ECOGRAV* is ideal for hard candies, chewy candies, fondants, cooked sugar solutions for bars and allows a dry solids level of up 90% to be achieved prior to cooking.

Lab Equipment

The *PRINCESS SUCROMASTER*, is a hygienically designed cooking and vacuum system for sugar or sugar-free hard candy. The standard system is designed with a static cooker type *SUCROTWIST*.

GEA

BOOTH: **Hall 10.1 / G-061**

GEA product highlights include the recently launched GEA Smart-Packer CX250-S, a vertical form-fill-seal packaging system (VFFS) for high-speed packing of confectionery, snacks and nuts and the GEA *Aquarius* TwistWrapper for lollipops with its unique OverlapSeal option. This easy-to-open option provides unique added value to lollipop packaging.

GEA SmartPacker CX250-S

The new vertical bagger from GEA builds on the success of its predecessors and integrates new technologies.

The jaws of the GEA SmartPacker operate with an impressively high seal force – almost twice as high as the previous model – to enable gas-tight bags across a greater range of film materials.

The new CX250-S produces pillow bags between 70–250 mm wide and up to 0,3 kg in weight and can run up to 250 bags per minute depending on specifications.

GEA Aquarius TwistWrapper

Created with the needs of wholesalers and retailers in mind, the OverlapSeal option was developed especially for the TwistWrapper.

The standard TwistWrapper 600 with OverlapSeal handles lollipop diameters from 18 to 30 mm and accommodates film reels up to 420 mm in diameter. The minimum wrapping speed is based on 600 lollipops per minute.

GEA Aquarius TwistWrapper

Gerhard Schubert GmbH

BOOTH: **Hall 10.1, Booth F030/G031**

The lightline Flow-packer with new heat sealing technology will be at the fore-front of Schubert's trade fair presentation.

At ProSweets 2019 in Cologne, Schubert is presenting a lightline Flowpacker equipped with its latest heat sealing technology, with which heat-sensitive products such as chocolate can be packaged gently while still maintaining the highest level of performance. The Flowpacker is part of the new lightline machine series with which Schubert is offering its customers three attractively priced, preconfigured machines to take on standard packaging tasks. Additionally, Schubert Packaging Systems will be presenting its comprehensive portfolio of engineering solutions and services.

Whether chocolate pralines, chocolate bars or wafers — consumers purchase many of these confectionery products in flow-wrap bags. With the lightline Flowpacker, Schubert is offering a preconfigured packaging machine – consisting of the Flowmodul flow-wrapping component and a picker line – which packages unpacked or trayed products into flowpacks in an efficient and product-friendly manner.

Hebenstreit

BOOTH: **Hall 10.1 Booth: D-008**

Germany's leading manufacturer of wafer production plants for flat and hollow wafers have been manufacturing equipment since 1898. Originally based in Radebul Dresden, the company relocated to Frankfurt in 1950 but continues manufacturing at both sites.

Hebenstreit is a global manufacturer of wafer production lines for flat and hollow wafers, as well as state of the art snack extrusion lines. All their equipment is designed and manufactured in Germany. They also provide a range of fully automated sugar wafer batter preparation systems, which include the feeding and conveying of raw materials.

Hebenstreit supplies single screw snack extrusion lines for various product shapes. Here the supply program also includes the process equipment for mixing and feeding of the ingredients. The snack extruder series SE is the only one combining the Turbo technology with the direct drive system which provides substantial advantages to the user. The trends in the snack extrusion are nowadays products with healthier ingredients. The raw material can vary from corn to rice, peas, soya and many others.

During the forthcoming Pro Sweets in Germany Hebenstreit is presenting their wafer baking technology where the wafer sheet size can be up to 1000 x 350mm. In addition they are also presenting their state of the art snack extruder SE 70 which also includes the well known "Turbo" and direct drive technology.

Loesch

BOOTH: **Hall 10.1 Booth G030 H039**

System manufacturer Loesch Verpackungstechnik is exhibiting together with its sister company Hastamat Verpackungstechnik at ProSweets.

The specialist for confectionery packaging is presenting its RCB-HS wrapping head machine used to produce hermetically sealed bars of chocolate. In addition to small chocolate items, the latest version of the LTM-DUO die-fold machine also reflects the growing popularity of tightly sealed chocolate bars.

Hygienic product protection and a premium look for high-quality chocolate are just as important as efficient and flexible production and packaging. Having the right equipment is therefore a top priority for any chocolate producer.

Consumers can enjoy products with longer shelf lives and an optimized taste and texture experience.

The RCB-HS operates continuously and produces the fold wrap in one wrapping head. It circumferentially heat-seals or cold-seals the packaging material as required. The sealing jaws always seal film against film, ensuring extremely tight packaging and preventing thermal damage to the products.

For an optimum look, sealing jaws carefully affix the sealed film areas to the underside of the packaging in the discharge area.

Sollich KG

BOOTH: **Hall 10.1 Stand: B030 - C039**

Sollich KG, one of the leading manufacturers of special machinery for the confectionery industry, will present numerous innovations at the ProSweets 2019 in Cologne.

On display at the Sollich booth will be the Turbotempere type TE 1100 D with a tempering capacity of 1100 kg per hour. The patented tempering process provides optimum tempering of different types of chocolate, resulting in a constant enrobing quality, a high shelf-life and an attractive gloss of enrobed or moulded products. The integrated touch panel with intuitive surface and recipe management guarantees easy handling and reproduction of the machine settings.

Besides the well-known Enromat enrobing machines with working widths of up to 2,600 mm also the Temperstatic series with belt width of between 820 and 1,300 mm including integrated tempering belongs to the Sollich manufacturing range of enrobing machines. The enrober type Enromat M6-1050 CIP on display, with a belt width of 1,050 mm, allows numerous possibilities to adjust a precise adjustment of the product coating.

Furthermore, Sollich will show the new compact mini enrobing machine type Minicoater MC 420. The machine will be run with chocolate mass during the exhibition period. It is available in 320 and 420 mm working width.

ADVERTORIAL

Tecno 3

BOOTH: **Hall 10.1, Booth D078 - E079**

TECNO3 is pleased to announce its participation at the Prosweets exhibition in Cologne, Hall 10.1, Booth D078 - E079 where our technicians will show you the following machines:

BEAN-TO-BAR LINE:

The line is made up of two compact units specially conceived for small chocolate production capacities:

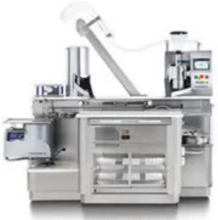
a) *Multiprocess R*: from the bean to the nibs (roasting, debacterizing, winnowing). The line offers excellent results in nut roasting and debacterizing. All parts are easily and rapidly disassemblable for sanitization.

b) *Multiprocess C*: from the cocoa nibs to the chocolate ready to be moulded (mixing of ingredients, refining and conching). Sanitizing and recipe changeover are enabled thanks to the absence of pumps and pipes and the easy disassembly of all the machine parts. The system can also produce pastes from nut and lipid base cream.

LIPID BASE CREAM LINE:

The line consists in one vertical mixer where all the ingredients are loaded, a conveyor belt to feed the mixture and a refining unit mod. P10S400 (a combination of two- roll, -vertical roll and ball- mill refiners).

ORM: robotized station for automation and flexibility of the production processes.



MULTIPROCESS - C

Winkler und Dünnebier Süßwarenmaschinen

BOOTH: **Hall 10.1, Booth B050**

Winkler und Dünnebier Süßwarenmaschinen GmbH (WDS) is one of the leading international manufacturers of confectionery machines and well known for permanent development and innovation of its production plants. With its extensive machinery program they are able to cover the entire spectrum of deposited sweets with different applications and throughputs and stand worldwide for highest quality and reliability.

WDS presents ConfecPro Type 670 production line at ProSweets

A main topic at ProSweets 2019 will be the presentation of the ConfecPro Type 670 chocolate production line. The concept of the plant is addressed to confectionery manufacturers who want to target a medium to high output quantity – together with a scheduled growth-oriented expansion of the plant right from the beginning.

This is exactly what the ConfecPro Type 670 offers, as its design is modular and, together with decentralized electrical control of the plant components, ensures both small expenditure during the initial assembly as well as during later expansion.

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Back to branded basics

After selling its ingredients division to Barry Callebaut in 2017, Gertrude Hawk Chocolates is refocusing on its roots.

By Alyse Thompson // ASSOCIATE EDITOR

Deciding to carve out and sell two-thirds of your business — your successful business — comes with a lot of risk.

But Dave Hawk wasn't worried about it.

Instead, the chairman of Gertrude Hawk Chocolates was focused on returning to what his grandmother, Gertrude, began in Northeast Pennsylvania in 1936 — making chocolates for fundraising and enjoyment.

"That's the legacy, and that's what I was interested in," Hawk said. "I feel that part of the business is kind of like an heirloom. My job is to take care of it and pass it to the next generation."

In late 2017, Gertrude Hawk sold its thriving ingredients division to Barry Callebaut Group, which has pushed to expand its footprint in the market serving bakers, ice cream makers and other food manufacturers. Gertrude Hawk retained its namesake brand, fundraising offerings, wholesale operations and *Frango* mint production — along with about half of its 500 employees.

Gertrude Hawk's new facility features its name across the roof. The letters light up and change colors.

Gertrude Hawk has 45 retail stores, including one adjacent to its new facility in Dunmore, Pa.

Barry Callebaut CEO Antoine Saint-Affrique said in 2017 the acquisition added new capabilities and technologies to the chocolate maker's toolbox.

"The acquisition allows us to expand our product portfolio into new markets and offer an even wider range of products and services than before," he said. "Gertrude Hawk Ingredients will play a cornerstone role in our Specialty and Decorations business and we intend to further build on their team and their capabilities."

Hawk never imagined Gertrude Hawk's ingredients division would mushroom to produce more than 30 million pounds a year when David Speakman, coo at the time, suggested the company begin making miniature peanut butter cups in the early 1990s. But it did, and Gertrude Hawk has been "riding the rocket" ever since, Hawk said.

Candy pieces head for one of Gertrude Hawk's three enrobers. The company began moving equipment to its new space in fall 2017.

After top and bottom enrobing, candy pieces are drizzled with chocolate.

The company was already producing ingredients in 12-hour shifts 24/7, and Gertrude Hawk couldn't take it any further without applying more resources.

Enter Barry Callebaut. Dave Johnson, former president of Barry Callebaut Americas, had initially approached the company two years before about buying the ingredients division. In 2017, Gertrude Hawk was ready to explore the idea.

"I felt much freer about selling because it was established on my watch," Hawk said. "It became something that I felt more comfortable with. They have taken over, and they're going to be able to grow that business."

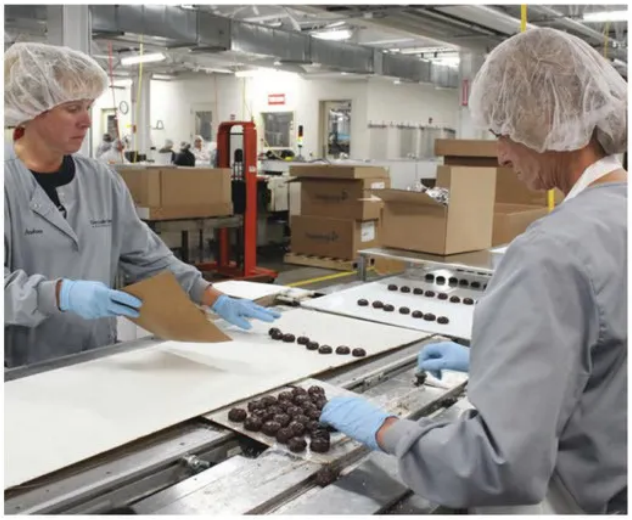
The sale, which closed Nov. 30, 2017, included Gertrude Hawk's Dunmore, Pa. manufacturing facility and the equipment associated with ingredient production. Gertrude Hawk agreed to move its brand manufacturing and administrative operations to its 160,000-sq.-ft. warehousing and distribution facility across the street, a building once owned by Casual Sportswear.

Untangling and separating operations — and renovating a building for food manufacturing — is tough enough, but the timing didn't make it any easier. Gertrude Hawk began making plans in July 2017, not long after signing a letter of intent, and began moving equipment in September that year.

"It's not what you'd call a recommended business practice to try to move in the middle of your season, but we survived," Hawk said. "Our people were great. They rallied and said, 'We have to do this.'"

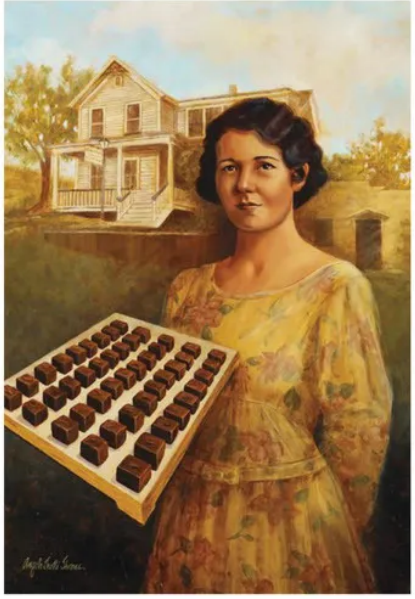
Hawk said those who've stayed with Gertrude Hawk have been pleased with the decision, including R&D Manager Greg Zarnoski, who's been with the company for 40 years.

"Riding the rocket of ingredients, the brand kind of lost in the shuffle," he said. "We didn't pay that much attention to the brand because we couldn't.



Gertrude Hawk's chocolates are packed by hand at its new facility in Dunmore, Pa.

Gertrude Hawk is known for its Smidgens, moulded pieces filled with peanut butter, chocolate, caramel or other centers.



Gertrude Hawk founded the company in 1936 to bring in extra funds during the Great Depression. This portrait is displayed in the new facility's entryway to honor her legacy.

> “Nothing stays the same. You just have to continue to go out and meet the customer. The customer hasn't gone away. People are as interested in chocolate today as they were 50 years ago.”
>
> *— David Hawk, chairman of Gertrude Hawk Chocolates*

Caramel cools in a thin slab before further processing. Gertrude Hawk had all its equipment up and running in the new facility in February 2018.

Now we can, so there's exciting things in the pipeline.”

Since some equipment stayed with Barry Callebaut, Gertrude Hawk also installed additional machines in the new facility. Everything was up and running by February 2018. All told, the company spent $15 million moving, renovating and investing in equipment.

In August, Gertrude Hawk hosted a grand opening marked by installing a time capsule in a cornerstone. Hawk's granddaughter, Julia, is charged with opening it in 50 years, at age 61.

When *Candy Industry* visited last September, the company was in the process of moving into its brand-new office space, which features in the entryway a portrait of Gertrude Hawk in her 30s in front of the family home in Dunmore.

Hawk said Gertrude would never have predicted this future for her little business, which she began to bring in extra cash during the Great Depression.

“My grandmother would absolutely be flabbergasted,” he said. “She had no dream of anything like this ever happening.”

And now, the Hawks can continue to pay it forward. The sale helped fund the Hawk Family Foundation, endowed with $24 million. Donations will support causes in Northeast Pennsylvania, naturally.

Gertrude Hawk produces chocolate bars that organizations can use for fundraising.

Holiday Smidgens cool in a shell mould during *Candy Industry's* visit in September 2018.

Gertrude Hawk produces *Frango* Mints for Macy's, along with its own branded confections.

“This is where it all started,” Hawk said.

In addition to refocusing on the brand and the company's other operations — expected to bring in $50 million in 2018 — Hawk also hopes to improve Gertrude Hawk's online capabilities.

“To me, this is just a continuation of what we've done for the last 80 years,” he said. “Nothing stays the same. You just have to continue to go out and meet the customer. The customer hasn't gone away. People are as interested in chocolate today as they were 50 years ago. We just have to meet them.”

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By Angie Burlison
EXECUTIVE DIRECTOR, RETAIL CONFECTIONERS INTERNATIONAL

Always stay in candy school

When is the last time you invested in education for you or your team? It's so easy to get lost in the details as you scramble to complete daily tasks before the sun sets, especially around the holidays. It's easy to make the budget decision not to invest in education because something else is more important or pressing. Despite these beliefs, many would argue education is the best investment you can make in yourself, your team and your business.

Thankfully, education comes in all different formats; print, webinars, podcasts, seminars and workshops, certifications and courses, even in-person meetings such as trade shows or local networking events.

Experiment with different learning formats to find out what works best for you. I have recently discovered podcasts as an easy and quick way to gain valuable insights in business, personal growth and employee relations. While investing in your education will take take time out of your day, it will truly benefit your business.

Education is deeply rooted in Retail Confectioners International's (RCI) mission as an association, which is to advance the confectionery industry by offering members the knowledge to build sweet businesses from entrepreneurial passion.

For over 100 years, RCI has developed a reputation as a valuable resource for small business owners both established and new to the industry. Through our member-exclusive publication, *Kettle Talk*, and online resources, in addition to our regional conferences, annual convention and expo, as well as education courses available for all industry professionals, we give confectioners the opportunity to take time out and focus on their knowledge of the industry and learn from others.

Following Valentine's Day, candy makers will attend RCI's Truffles+More education course at Savage Bros. Co. in Elk Grove Village, Illinois (near Chicago). During this sold-out course, students will learn various formulations and trouble-shooting techniques for truffles, meltaways and nut pastes. In addition to classroom-style learning, they will gain hands-on experience in the kitchen making variations of these popular confections.

RCI's Annual Convention & Industry Expo is our premier event of the year for the retail confectioner. Connect with fellow candy makers, chocolatiers and suppliers looking to share ideas and grow their businesses at the Connecticut Convention Center in Hartford, Connecticut June 3-7. See, touch and taste the latest and greatest equipment, ingredients, packaging and services our trusted network of industry suppliers has to offer at our two-day expo.

The ever-popular RCI Chocolate Boot Camp course, which typically takes place in February, will be available during the summer this year. Hosted by RCI member Wockenfuss Candies in Baltimore, Maryland Aug. 5-8, this brief, yet comprehensive, hand-on course is taught by industry experts. Sold out for the last eight years, the course will give 25 students an opportunity to gain knowledge they can take back to their businesses. This course is great for both veterans and newcomers alike. Stay tuned for more details on our website retailconfectioners.org/events.

Upcoming RCI Events & Education Courses:

Annual Convention & Industry Expo
June 3-7, 2019 | Hartford, Connecticut

Chocolate Boot Camp
August 5-8, 2019 | Baltimore, Maryland

Fall Regional Conference
August 19-21, 2019 | Nashville, Tennessee

Learn more about RCI's 2018-2019 lineups of events at **www.retailconfectioners.org/events**

Finally, RCI is headed to Music City for our Fall Regional Conference in Nashville, Tennessee Aug. 19-21. Here you can find a great mix of education and connection opportunities, combined with fun, local flair that can only be found in Nashville!

Don't skip another year without investing in yourself and your business. Take advantage of the many industry-related events; attend a conference, send an employee to one of the upcoming RCI education courses. Focus on learning this year and watch your team and business benefit as a result. We hope to see you in 2019!

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Angie Burlison

Angie Burlison
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Sweet sailing

Chicago's Windy City Sweets partners with U.S. Navy to offer boot camp graduates custom chocolates.

By Dawn Aulet // CONTRIBUTOR

There are lots of things we associate with graduations — caps and gowns, spring-like weather, bouquets of flowers.

When service members graduate from boot camp, the clothing changes, the spring-like weather isn't always present and, in the case of sailors graduating from Great Lakes Naval Academy, instead of flowers, graduates might receive exclusive chocolates, only sold on base and specifically to celebrate graduates.

Great Lakes Naval Base is the only training base that the U.S. Navy has in the country. That means that every sailor who graduates from Great Lakes Naval Base does so at the post in North Chicago, Ill., and thanks to a partnership with Windy City Sweets, that experience can be marked with specialty sweets and chocolates exclusive to the Chicago candy shop.

Windy City Sweets partnered with the U.S. Navy when the Navy reached out to the company in late 2017.

"NEX Great Lakes wanted to provide our U.S. Navy sailors and their families with specialty sweets and chocolates," Chris Ponchak, general manager, NEX Great Lakes, IL, said in a written statement. "Therefore, Rick Wahl, our Services Operations manager, did some research and discovered a local candy store. He then reached out to them, and after the initial visit, they were happy to help provide our deserved customer with some sweet local treats."

John Manchester, who co-owns Windy City Sweets with his wife, Jill, is thrilled to provide the signature candy bars and tins.

"The Navy contacted us over the late spring last year (in 2017) looking for something new and different," John Manchester explained. "They were looking for something to expand their brand and something they can take from Great Lakes up here and expand to other people. It turned out to be a great idea, and other people within their organization thought it was a great idea as well."

The products have either the Windy City Sweets branded chocolate or the logo specific to the Navy boot camp.

"The Windy City Sweets logo features the Chicago Skyline in five or six colors with clouds behind it," John Manchester said." It features the Sears' Tower, the Hancock (building), Water Tower, Picasso, the Bean and the diamond-shaped building.

"We are doing a custom chocolate bar that's boxed up, that has the Navy logo on it and then we are also doing tins with chocolates and nuts that has their logo on it."

In the summer of 2018, Windy City Sweets added a chocolate coin option, also branded with the boot camp logo. The boot camp logo is a boot with a cover or Navy hat.

Windy City Sweets is a long-time fixture in the Lakeview neighborhood of Chicago. While John and Jill Manchester purchased it in 2011, the store has been in operation since 1983.

HOMEMADE FUDGE

Windy City Sweets employee Peter Van Gould dips pretzels that will be exclusively available at Great Lakes Naval Academy.

Windy City Sweets recently celebrated its 35th anniversary. Part of its staying power is in the attention to detail — the candy store custom makes its chocolate creations by hand onsite, including the branded bars made exclusively for Great Lakes Naval Academy.

Their disciplined approach is appreciated by the Navy personnel.

"Our customers love this product; not only are they a sweet treat, but it's also a tasty representative for our local community here in Chicago, Ponchak said. "The most popular item among our customers is the Navy boot camp chocolate bar."

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Windy City Sweets employee Nicole Zarei makes chocolate bars with the U.S. Navy boot camp logo.

WINDY CITY
Sweets
EST 1983
Making Life Sweet Everyday

Ponchak said that while the branded chocolate bar is the most popular, the specialized tins are also treasured.

"The chocolates are by far our most highly desired, however, sailors and their families treasure the gift tins as a sentimental keepsake," Ponchak said. "A sailor will never forget when they graduated from boot camp, and memorializing that time with a gift tin is incredibly special."

In addition to creating a keepsake for graduating sailors, the chocolate bars are also a built-in fundraiser for Navy personnel. First, Windy City Sweets discounts the chocolate and then the Navy Exchange Service Command gives proceeds back to their families and organizations.

"The Navy Exchange Service Command (NEXCOM) gives back 100 percent of its earnings as dividends to our sailors and their families — 70 percent being given to Navy Morale, Welfare and Recreation (MWR) programs to support quality of life programs, and the remaining 30 percent is reinvested back in our Navy Exchange (NEX) facilities and equipment," Ponchak said. "Since NEXCOM's inception in 1946, $3.6 billion has been given to MWR."

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TAKEN BY SURPRISE

After the launch of Ferrero's Kinder Joy in 2017, surprise-inside candy manufacturers try to find their niche in an exploding category.

By Alyse Thompson // ASSOCIATE EDITOR

The element of surprise didn't always work in Jared Whetstone's favor.

Whetstone, brand manager for Florida-based Atlantic Candy Co., said *Toy Box,* the company's signature surprise-inside chocolate product, didn't immediately resonate with retail buyers when it launched in late 2016. He also took it on ABC's "Shark Tank" that year but walked away without a deal from the show's panel of investors.

With a milk chocolate shell and a collectible figurine only revealed by pulling back layers of packaging and a protective capsule, *Toy Box* seemed like it'd be a hit among kids. And it was, earning in 2017 *Candy Industry's* Kids Choice Award for Best Novelty Product.

But the adults still needed persuading, Whetstone said.

"I spent many pitches trying to convince store buyers that this category was going to be a real thing in the United States and that the choking concerns and misinformation that were out there at the time were unfounded," he said.

From *Cracker Jacks* to cereal boxes, packaging sweets with a surprise is not a new concept, here or abroad. However, pairing candy with a toy or another surprise hasn't always been met with easy success in the United States.

In July 1997, Nestlé introduced the *Nestlé Magic* ball, featuring a toy inside of a capsule surrounded by chocolate. The company faced criticism from consumer groups and the U.S. Food and Drug Administration over potential choking hazards, prompting Nestlé to pull the product months later.

Nestlé relaunched the product in 2000 as the *Wonder Ball* with candy pieces inside, circumventing concerns over including toys. But in 2004, the company sold the brand to Frankford Candy Co., which discontinued it in 2007 after licensing partner Nickelodeon released nutrition guidelines the product couldn't meet.

Meanwhile, the global confectionery surprise-inside market has been led by Ferrero Group, reportedly selling 3.5 billion *Kinder Surprise Eggs* in 170 markets each year. But to the chagrin of American *Kinder* fans, the United States was not one of them, since 80-year-old FDA rules prohibit embedding in confections "non-nutritive" items that don't have a functional purpose in consuming the product.

Kinder
JOY
TREAT + TOY
SWEET CREAM TOPPED WITH COCOA WAFER BITES
SURPRISE TOY INSIDE
WARNING:
NET WT .7 OZ (20g)

Not that that has stopped U.S. *Kinder* fans from taking matters into their own hands. In 2011, U.S. Customs and Border Protection seized 60,000 *Kinder Surprise Eggs* from travelers' baggage and international mail packages. That was double the amount they seized in 2010, the agency reported.

Demand for surprise-inside confectionery products continues to grow, and over the last five years, confectionery companies have stepped in to meet it with FDA-compliant products that carve their own niche out of an exploding market.

And the stakes became even higher in late 2017 with the entrance of Ferrero's *Kinder Joy,* the U.S. version of *Kinder Surprise Eggs*. Featuring the same egg shape, the package has two separately-sealed halves, with one containing a surprise toy and the other containing two hazelnut wafer balls and two layers of cream.

Ferrero sold more than 99 million *Kinder Joy* units in the year ending Nov. 4, generating $153.8 million, according to IRI, a Chicago-based research firm. *Kinder Joy* also occupies 89 percent of the novelty chocolate market, as tracked and reported by IRI.

Now surprise-inside confectionery makers have to find ways to stand out.

"Everybody is going to address the competitive nature of the category in their different ways, but I think it's about innovation," said Yowie Global CEO Mark Schuessler said. "You're going to see more innovation in surprise-inside. It's almost infinite what you can do."

In 2014, Australia-based Yowie Group Ltd. relaunched the Yowie brand and expanded the presence of its chocolate

Frankford
Wonder Ball
Despicable Me
Milk chocolate with candy inside
Includes stickers!
Net WT 1 oz (28g)

Disney
Milk chocolate with surprise candy characters
Includes stickers!
Frankford
Wonder Ball
Minis
2 Pack
Great for sharing!
16 different possibilities!
Net WT 1.41 oz (40g)

product in the United States, both because of the size of the market and its relative openness.

"In the U.S., it's — no pun intended — rather novel because surprise-inside was never a really big part of the category for a long time," Schuessler said. "We still have a long way to go here. With the expansion of this category, we love the fact that there are a number of surprise-inside entrants because now consumers are focused on it."

Yowie features 28 grams of milk chocolate moulded around a *Yowie* character-shaped capsule that contains a collectible, scientifically accurate animal figurine that leads consumers to learn more about ecology and the environment.

In 2018, Yowie partnered with the Wildlife Conservation Society to introduce its fourth collectible series, allowing Yowie to donate a portion of the proceeds in support of the WCS's global conservation program.

"We are now at the point where we're not just helping teach people about conservation, we're giving back as we've grown the business," Schuessler said. "We want to do things that are substantive."

This year, Yowie will introduce *Yowie Bites*, which features two 9-gram pieces of Rainforest Alliance-certified, non-GMO milk chocolate, along with animal species collectibles and attachable puzzle pieces that form a map from Australia to Greenland when all are put together.

Conservation isn't the only angle for breaking through the competitive surprise-inside market. Capitalizing on the popularity of '90s nostalgia, Frankford Candy Co. relaunched *Wonder Ball* in October 2016 under the Despicable Me license, to the joy of its fans. Frankford said the brand had 400,000 social media fans before the relaunch.

Since then, Frankford has introduced *Wonder Ball* under Disney, Shopkins, Paw Patrol and Spider-Man licenses, among others. The company has also developed *Wonder Ball Minis* — featuring two 90-calorie chocolate balls and *Wonder Ball Plus Prize*, which includes a toy.

Over the year ending Nov. 4, Frankford's Wonder Ball products pulled in more than $11.1 million, according to IRI.

"It's the surprise appeal. Surprise is a very hot and growing trend," Stuart Selarnick, ceo of Frankford Candy Co. said in 2016. "Kids get a combination of both chocolate and non-chocolate candy, but the character and the flavor that is inside the chocolate ball is the surprise."

Around the same time, Atlantic Candy Co. introduced *Toy Box*, building on past experience of contract manufacturing surprise-inside chocolate products. Whetstone said retailers' views toward surprise-inside products have shifted over the last year.

Choco Treasure
Treasure inside
chocolate + toy treasure
Gluten free!
PJ Masks
Poo crew
Mr. Poop-ular

> Kids are remarkably particular. They can get so excited so quickly, but they can also be disappointed. If they get a toy they can't put together or get repetitive duplicates, that's not the experience you're aiming for.
>
> — *Kevin Gass, co-founder of Candy Treasure, maker of the Choco Treasure brand*

Yowie
RESCUE
SERIES
Yowie
Bites

"With the arrival of *Kinder Joy*, I don't have to sell the concept of a surprise product. It's proven," he said. "It's now about the price, the product and when can (retailers) get it. The new challenge is trying to get on the shelf next to *Kinder*."

Whetstone also noted the surprise-inside category isn't restricted to the store shelf. He pointed to YouTube unboxing videos that feature a child opening a product to reveal the surprise inside. These videos have thousands, if not millions, of views.

"That just sums it up that a second-hand experience has sufficed for the consumer because these products haven't been readily available," he said. "Now that they are, this subset of candy is growing."

Atlantic Candy Co. is also experimenting with incorporating augmented reality components into the *Toy Box* experience, adding another dimension of play to the product's collectibles.

"Collecting toys could easily be done mobily, and that could also drive the physical cost of the product down and help you retain that user in a digital platform," Whetstone said. "That's where I think the future of this category is going to go. We're going to try to be one of the first ones there."

Kevin Gass, co-founder of Candy Treasure, maker of the *Choco Treasure* brand, also understands the importance of a surprise-inside product's play value.

"Kids are remarkably particular," he said. "They can get so excited so quickly, but they can also be disappointed. If they get a toy they can't put together or get repetitive duplicates, that's not the experience you're aiming for. It's critical to have age-appropriate toys (and) have different types of toys within each collection."

And the price has to appeal to parents. Gass said falling within the $1.50-$2 range is ideal, making it easy for parents to pop surprise-inside products into shopping carts.

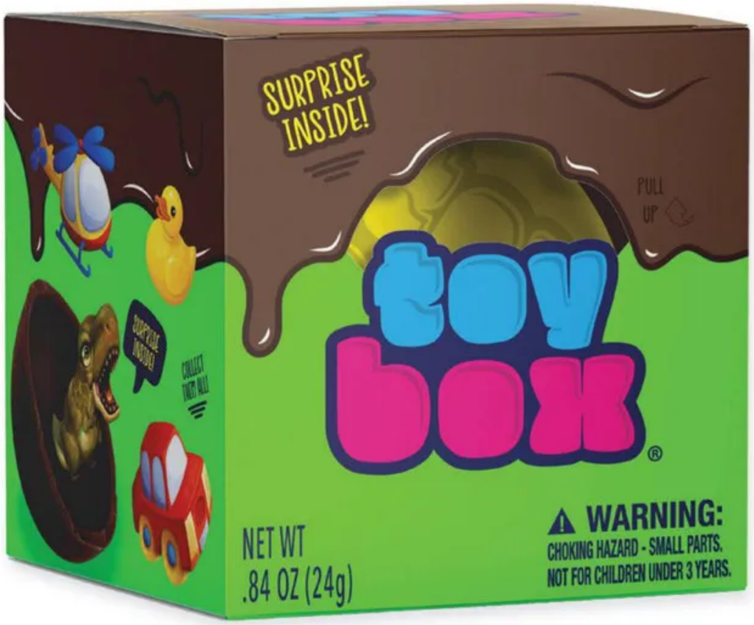
"It has to be a true impulse, everyday-type item," he said. "Parents have to think the price is a great value for what their getting."

In addition to producing *Choco Treasure* items under Shopkins and PJ Masks licenses, Candy Treasure launched the Poo Crew line after seeing success with its emoji series. The favorite among focus groups in that collection? Poo, of course.

"When we showed some people different iterations of poo, it was off the charts," Gass said. "We came out with a line of tastefully hilarious poo products."

Whether it's poo, licensed characters or another draw, surprise-inside products can't lose sight of the best part: the candy.

"As long as you pair it with a substantial amount of a quality treat, then it's a win for kids, and parents are happy." CI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Finding the reduced-sugar sweet spot

Ingredient companies continue to innovate new sugar-free and reduced sugar products that taste great, offer clean labels, and even work in chocolate.

By Crystal Lindell // EDITOR

When it comes to creating the perfect sweetener it's hard to compete with the taste of nature's sugar — but that hasn't stopped ingredient companies from trying to find alternatives with fewer calories.

"The pressure to reduce sugars is coming from many sides — from consumers, seeking to adopt healthier lifestyles; from healthcare providers, concerned about links between excessive sugar consumption and obesity; and from regulatory mandates, designed to bring more attention to sugar content levels," says Andy Ohmes, Global Director High Intensity Sweeteners, Cargill.

And all those competing interests means there's no one perfect solution.

"Not all customers are looking for the same levels of sugar reduction," Ohmes says. "Some are looking for small reductions, others might be aiming for a no-sugar-added formulation."

But regardless of the amount of sugar, taste is — and will remain — the single biggest driver of purchase intent, especially in indulgent categories like chocolates and confections, he adds.

Companies are turning to various forms of sugar-free and reduced-sugar sweeteners as consumers demand less sugar in their candy and snacks.

Ohmes points to Cargill's *EverSweet* as being uniquely positioned to help formulators deliver reduced-sugar and no-sugar-added products that also meet consumer's taste expectations. In 2018, Cargill began producing commercial quantities of *EverSweet*, a zero-calorie, next-generation sweetener made with Reb M and Reb D, two sweet compounds that can also be found in the stevia leaf.

EverSweet provides sweetness without bitterness or a licorice aftertaste, creating a more rounded taste profile with a faster onset of sweetness. It is ideal for manufacturers looking for deep calorie reductions, enabling up to 100 percent sugar replacement in certain applications.

"Since the stevia plant produces only trace amounts of Reb M and Reb D, Cargill turned to fermentation to produce *EverSweet*," Ohmes says. "This process allows for large quantities of these most sought-after sweet compounds to be commercially produced in a more sustainable way. It also gives us the flexibility to expand rapidly and cost-effectively as the demand for *EverSweet* sweetener grows."

Ohmes says Cargill has made tremendous improvements on its stevia products since its first Reb A stevia sweetener was introduced in 2008.

"With the early Reb A products, developers were focused on managing side tastes, such as bitterness, metallic or licorice notes," he says. "Our researchers saw great potential in the stevia leaf and invested more than 150,000 hours unlocking its secrets. Along the way, we learned how its steviol glycosides act alone and in combination — at both a molecular and sensory level. Today, we know there are more than 70 sweet compounds in the stevia leaf. We've identified two of best-tasting compounds, Reb M and Reb D, and we've put them to work in our new *EverSweet* sweetener."

Royal DSM, a global science-based company in nutrition, health and sustainable living, also launched its *AVANSYA* Reb M this year.

"*AVANSYA* is DSM's new brand for sustainably produced, non-artificial sweeteners that answer to the need for advanced, flexible sugar reduction in a wide range of foods and beverages," the company says. "The first product in this range is *AVANSYA* Reb M (Rebaudioside M), a calorie-free steviol glycoside with a pure and clean taste, which is sustainably produced by fermentation."

AVANSYA Reb M, with its sugar-like sweetness, allows producers to achieve a zero-added-sugar product while maintaining a preferred taste profile in the application. It's a non-artificial sweetener that's identical to Reb M found in the stevia plant. It is produced by fermentation, a natural, cost-efficient process that is sustainable and offers consistent, scalable supply. DSM's novel and patented technology for purifying steviol glycosides from fermentation is completely water-based and solvent-free, which benefits sustainability.

In November, Cargill also expanded its sweetener portfolio with the addition of four label-friendly tapioca syrups. Non-GMO by origin, Cargill's tapioca syrups feature a full range of carbohydrate profiles and dextrose equivalent (DE) levels and include Certified Organic options, says Scott Helstad, technical service representative, Cargill.

"For customers looking for alternatives to corn syrup, Cargill's tapioca syrups fit their needs to a tee," Helstad says. "In creating the new line of syrups, our research and ingredient processing teams worked to develop products with carbohydrate profiles and DE levels that mirror the company's existing corn/glucose syrups. As a result, the tapioca syrups perform nearly identically, allowing one-to-one replacement with little to no additional formulation work. Cargill's tapioca syrups are well-suited to confectionery applications such as gummies."

Tapioca syrup is sourced from cassava, a traditional root vegetable, so it fits the needs of some customers who are seeking label-friendly, non-GMO sweetener alternatives.

Creating reduced sugar chocolate

Of course, when it comes to confectionery, chocolate is the most difficult product to create with reduced-calorie sweeteners.

"In the U.S., chocolate has a standard of identity. So, when you remove nutritive sweeteners like sugars and replace them with other bulking agents like polyols or fiber, it can no longer be called chocolate," Ravi Nana, polyols technical service manager, Cargill. "In these situations, we use descriptive words like chocolate candy, chocolatey or chocolate coatings."

But, reducing sugar in chocolate products is complex, as sugar contributes not only sweetness but also to the texture, says Fatemeh Khadem, senior technical services manager, Cargill Cocoa & Chocolate.

"The functionality that sugar has in finished products must be replaced with a blend of ingredients or with an ingredient that is very similar to the profile of sugar from a taste, texture and functionality perspective," Khadem says. "When selecting and using bulking agents, one must consider water activity, bulk density, processability and other technical factors."

Manufacturers must also take note of any claim and classification implications that these alternative ingredients may have on the final product, Khadem explains.

"For example, if the bulking agents are not within the standard of identity of chocolate, they may instead be classified as a compound or reduced-sugar chocolate-flavored coatings."

Milkybar
WoWsomes
Milkybar
WoWsomes

Nestlé has unveiled Milkybar Wowsomes, the first chocolate using Nestlé's new structured sugar to reduce sugar by 30 percent versus comparable bars.

As companies consider sugar reduction, it's critical to remember that consumers expect chocolate to be indulgent, Nana says.

"They have high expectations for taste and texture," Nana says. "High-potency sweeteners do a great job replacing the sweetness of sugar but may need help fulfilling all of sugar's other functional properties in chocolate. In these situations, we often recommend Zerose erythritol as a good bulking agent. Erythritol has no calories, no sugars and does not raise blood glucose or insulin levels."

Erythritol also delivers a clean, sweet taste profile, similar to sugar, and it replaces sugar's bulk at a one-to-one ratio.

"Crystalline maltitol is another option for reduce-sugar chocolate coatings," Nana says. "With a sweetness of 85-to-90 percent that of sucrose, it works well as a sugar replacement in chocolate coating and has minimal cooling effect."

One company that has launched a reduced-sugar chocolate this year is Nestlé, which unveiled *Milkybar Wowsomes*, the first chocolate using Nestlé's new structured sugar to reduce sugar by 30 percent versus comparable bars.

"The new *Milkybar Wowsomes* achieves the sugar reduction using only natural ingredients and with no sweeteners," the company says. "It has milk as the No. 1 ingredient, contains crispy oat cereal and is a source of fiber."

The sugar reduction comes thanks to a scientific breakthrough that Nestlé first announced in 2016.

"Researchers at Nestlé changed the structure of sugar using only natural ingredients," the company says. "They created an aerated, porous sugar that dissolves more quickly in the mouth. This allows someone to perceive the same sweetness as before while consuming less sugar."

Robots bring flexibility, speed to confectionery industry

Robotics help meet demand for delicate product types, shifting consumer base.

By Bryan Griffen // DIRECTOR OF INDUSTRY SERVICES, FOR PMMI, THE ASSOCIATION FOR PACKAGING AND PROCESSING TECHNOLOGIES

The value of the global food automation industry is expected to increase to $2.5 billion by 2022, mimicking similar growth in the confectionery market, according to Markets and Markets.

With a projected value of over $232 million by 2022 — up from more than $184 million in 2015 — several factors continue to propel the confectionery industry's expansion. These include continued product innovation and diversification, a rise in gifting trends, an increase in discretionary spending in emerging markets and even retail market expansion, according to a *Market Watch* report. Perhaps most importantly, evolving consumer demands prompt confectionery manufacturers to vary their product ranges, including more unique, exotic and natural options. As a result, these companies must squeeze as much efficiency and flexibility out of their lines as possible.

Enter robotics. While short runs and small batch production are not necessarily new to confectioners, the methodology is increasingly shifting from manual to automated operations. Robots and collaborative robots, or cobots, can precisely pick, sort, place, pack and palletize products like chocolates at high speeds, allowing confectionery brands to evolve their practices to meet demand without sacrificing efficiency.

Taking on new roles

Robotics have existed in the confectionery space, having been utilized in primary, secondary and tertiary packaging for several years.

However, applications are growing in inspection and sorting ahead of the packaging line. The robot's precision is necessary when handling shaped product, such as teddy bear cut chocolates. Typically situated in a random pattern on the conveyor, shaped product needs twisting and orienting by a robot to fit in molds in the proper pattern and without breaking — a task robots complete at very high speeds. From a processing perspective, delta robots with cameras can be used to remove pieces that are not fully/properly formed or enrobed, ensuring they never reach the consumer and result in a complaint. These robots also play an important role in rejecting stacked or connected pieces to prevent a back-up on the packaging line.

Catalysts for improvement

As robotics technology improves, it becomes more transformative to confectionery manufacturing.

For example, the use of cobots, which are designed with the sensory capabilities to halt or slow an action amid an obstacle or interference, can augment human labor without the need for large cages or guards. This makes for a safer environment for workers and helps companies minimize their factory footprints.

Additionally, labor can be reassigned to tasks that are less redundant and physically stressful to humans, who can suffer musculoskeletal injuries from repetitive tasks.

With the increased sorting and inspection capabilities of robots, brands also benefit from only seeing properly processed product in the package.

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In addition, leveraging the dexterity and learning capabilities of robots can allow for more product in the first and secondary package, which minimizes product waste.

Looking toward the future, high connectivity with mass data analysis will improve efficiency and make operations more dynamic in real time. In addition, ancillary systems such as vision systems or artificial intelligence may be added in conjunction with robotics to boost productivity and efficiency even further.

Find the Latest Innovations at ProFood Tech

Confectionery manufacturers seeking technologies to improve product quality, worker safety and efficiency can find solutions for processing lines at ProFood Tech 2019 (March 26–28, 2019; McCormick Place, Chicago).

The show is the only event in North America focused exclusively on all food and beverage sectors, featuring 7,000 processing professionals and 400 of the world's top suppliers showcasing new innovations on over 125,000 net sq. ft. of exhibit floor. Registration for ProFood Tech is $30 until March 1, after which the price increases to $100. **For more information and to register online, visit www.profoodtech.com.** Ⓒ

While short runs and small batch production are not necessarily new to confectioners, the methodology is increasingly shifting from manual to automated operations.

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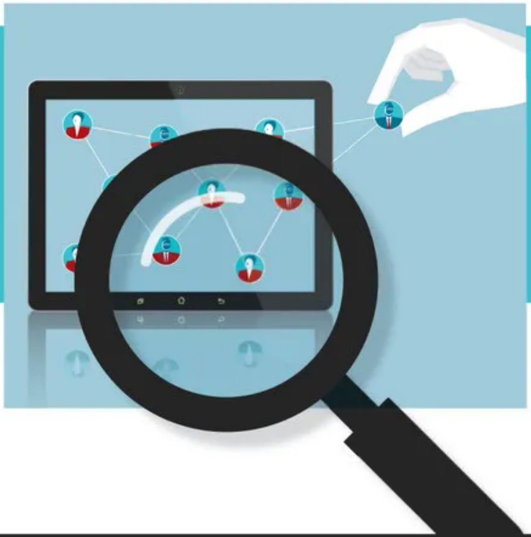

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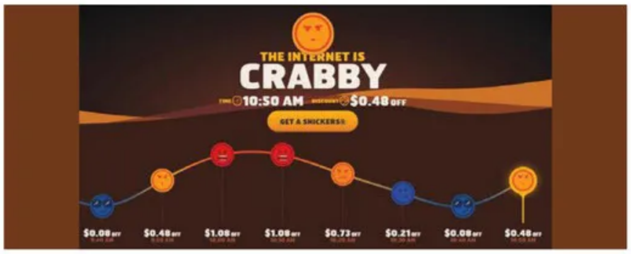
Remodeled M&M'S World opens in Shanghai

The remodeled M&M'S World Shanghai opened Dec. 5, offering colorful fun to residents and tourists from across the globe.

M&M'S World is part of the global M&M'S Retail business, which includes My M&M'S e-commerce sites and a B2B channel in the U.S. and Europe. M&M'S Retail aims to connect consumers to the *M&M'S* brand through an immersive, memorable experience and exclusive merchandise.

The store first opened in 2014 and remains the only one based in Asia. The 1,600-square-meter M&M'S World, located in the busy Shanghai Shimao International Plaza, features a new "Great Wall of Chocolate" with 167 tubes; a printer through which guests can create and print personalized messages; and a "mood analyzer" that scans guests to reveal their inner *M&M*, among other features.

Snickers 'Hungerithm' tool offers unique way to earn discount



For the second year, Mars Wrigley Confectionery and *Snickers* brought back the Hungerithm tool, which monitored the mood of the internet. When consumers dropped hints of hunger online, the coupon discount of *Snickers* increased at participating U.S. 7-Eleven stores in real time.

Beginning Nov. 7 and running through Dec. 31, *Snickers* fans could visit the Hungerithm page to track the mood of the internet, as well as lock in the price of a *Snickers* bar that could be redeemed in the form of a coupon at participating 7-Eleven stores. In-store signage explained the program to shoppers.

Originally piloted in Australia 7-Eleven stores to critical acclaim, 'Hungerithm' was developed by Clemenger BBDO Melbourne under the "You're Not You When You're Hungry" campaign. The algorithm checks social media posts in real time against a list of 3,000-plus commonly used words and phrases to determine sentiment and capture a snapshot of how people are feeling. It even understands slang and sarcasm.

TOP 5 Sugarless gums

Latest 52 weeks ending Nov. 4, 2018

Brands	Dollar Sales (in millions)	Dollar Sales % Chg. Vs. Yr. Ago	Dollar Share of Type	Unit Sales (in millions)
1 Wrigley's Extra	$481.85	9.9	18.47	283
2 Trident	$384.08	-9.6	14.72	259
3 Orbit	$314.48	-10	12.05	197
4 Ice Breakers	$300.52	26.1	11.52	95
5 Mentos Pure Fresh	$185.79	18.7	7.12	73
Total, including brands not shown:	$2,609.11	3.3	100	1,395

Source: IRI, a Chicago-based market research firm (info@iriworldwide.com).

$717.5 billion

Amount consumers were expected to spend during the 2018 holiday season.

Source: National Retail Federation

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VOLUME 184, NO. 1
JANUARY 2019

CANDY INDUSTRY MAGAZINE (CNDYI)

CANDY INDUSTRY MAGAZINE
(ISSN: Print 0745-1032 and Digital 2328-3858) is published 12 times annually, monthly, by BNP Media II, L.L.C., 2401 W. Big Beaver Rd., Suite 700, Troy, MI 48084-3333.
Telephone: (248) 362-3700, Fax: (248) 362-0317.

No charge for subscriptions to qualified individuals. Annual rate for subscriptions to nonqualified individuals in the U.S.A.: $149.00 USD. Annual rate for subscriptions to nonqualified individuals in Canada: $184.00 USD (includes GST & postage); all other countries: $209.00 (int'l mail) payable in U.S. funds.
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Periodicals Postage Paid at Troy, MI and at additional mailing offices.

POSTMASTER: Send address changes to:
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Canada Post: Publications Mail Agreement #40612608. GST account: 131263923. Send returns (Canada) to IMEX Global Solutions, P.O. Box 25542, London, ON, N6C 6B2.
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Cultivating creativity through caramel

Ryan Coover, center, poses with daughter Layli, left, and son Kai.

Coover Caramels uses an award-winning family recipe that dates back to the 1930s to wow customers.

Ryan Coover never imagined he'd start as an architect, become a stay-at-home dad and then wind up as a successful candy maker — but that's exactly what happened.

Coover only meant to teach his kids the value of money and good deeds with something other than a lemonade stand. But Coover Caramels blossomed into a company that captured the hearts of its customers with its award-winning family recipe from the 1930s and a message of giving back that customers embraced.

Coover also never imagined that he'd learn to dance with FDA food manufacturing regulations, that he'd take apart and reassemble a 1950s Rose Forgrove 22B double twist wrapping machine, or that he'd perfect the process of making the best caramel many people have ever tasted — but that happened, too. As Coover faced the challenges that arise in the journey of any candy startup, he tapped into his creative side, pushed the envelope and made things happen.

Coover Caramels has earned its spot in the market with its innovative branding, its philanthropic deeds, and of course, Grandma Coover's amazing caramel formula. But now, Coover is looking for a partner to take the company to the next level. He believes bigger companies can build on the creative innovations of smaller companies. That's what keeps the candy industry strong and vibrant, and Coover Caramels is ready to soar. CI

If you were stranded on a deserted island with only one kind of candy, what would it be?

Having grown up watching *Gilligan's Island*, this is a no-brainer. Once I build my bamboo raft, I'll add a hollowed-out bamboo section and then fill it with *Pop Rocks*. Once the candy mixes with the salt water, I will jet myself across the water to safety!

What's the last cool thing you saw online?

Road Bike Party 2 with Martyn Ashton (at the 3:45 marker it's beautiful) – Google it!

When you were little, what did you want to be when you grew up?

An architect who works on public architecture and supports needs around the world because public buildings celebrate our communities.

What issues concern you most about the confectionery industry and why?

The industry has always been welcoming to me. When you create a consumable product and you create it well, then things seem to just take care of themselves. Still, the capital it takes to move a great product forward in this industry is monumental!

What's the last book you've read?

"Quiet: The Power of Introverts in a World That Can't Stop Talking" by Susan Cain.

What is your pet peeve?

When people lose sight of their noble, giving qualities and allow greed, power or wealth to define who they are.

If given the chance to choose anyone, with whom would you like to collaborate?

Martin Radvan, global president, Mars Wrigley Confectionery, because he applies empathy in his business decisions, guides the foundation's charitable initiatives and runs a family-owned company. It's much like what we have been doing, just on a bigger scale.

What's the best piece of advice you've ever received?

You have to put aside the important work to do the most important work!

What excites you most about your job?

Getting to present the Coover Caramels "Life Really Can Be Sweeter" awards to strangers, for when we shine the light on others, the world really becomes brighter.

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[1].Food Business News: "Textures Trending in New Product Development" 7/23/18

[2].Total US xAOC Incl Conv YE 2016

[3].Nielsen Syndicated Database, Total US xAOC Incl Convenience, 52 W/E 9/30/2017

[4].SNICKERS® Nut Butters Research Ipsos Mar 2018